

BULLETIN

OF THE

NATIONAL ASSOCIATION OF CREDIT MEN.

PUBLISHED MONTHLY BY

CHAS. E. MEEK, SECRETARY-TREASURER,

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NEW MEMBERS REPORTED DURING JANUARY.

Albany, Ga.
Hofmayer, D. G., Co.—H. E. McCollum.

Athol, Mass.
Starrett, L. S., Co., The—T. E. Wing.
Union Twist Drill Co.—J. H. Drury.

Baltimore, Md.
Birkmeyer, Jno. F., & Sons—F. Allan Mallalieu.
Embert, Thomas Howard.
Ferris-Noeth, Stern Co.—John M. Noill.
Lamberd, S. L. Co.—S. L. Lamberd.
Lyon, John W., & Co.—John W. Lyon.
Manhattan Pants Co.—Jacob Rosenbloom.
Maryland Lime & Cement Co.—Chas. A. Snyder.
Sanderson, W. Cook.

Buffalo, N. Y.
America Co., The—Clarence L. Thurston.
Klinck, C., Packing Co.—Geo. Becker.
Niagara Envelope Manufactory, Inc.—Fremont H. Fisher.
Sahlen, Joseph—Joseph Rast.
Standard Hardwood Lbr. Co.—A. W. Kreinheder.

Chicago, Ill.
Adams & Westlake Co., The—Wm. S. Estell, Secretary.
Bankers' National Bank, The—Edward M. Lacey, Assistant Cashier.
Colonial Tr. & Sav. Bank—T. A. Fitz-Simmons.
Conkling, Price & Webb—Geo. D. Webb.
Empire Cream Separator Co.—Chas. E. Schou.
Hillman's—Carl Hess.
Holbrook, E. C., & Corey—Walter E. Hills.
Illinois Tr. & Sav. Bank—B. M. Chattell.
Lanz, George, & Co.—Geo. Lanz, Pres.
McCurrach & Smith, Inc.—David McCurrach, Jr.
Marks Tailoring Co.—S. C. Leiser, Secretary.
Mergenthaler Linotype Co.—H. Fredrickson.
Sumner, L., & Co.—L. Sumner.

Denver, Colo.
Atkins-McGee Supply Co., The—W. C. Atkins.
B. B. Merc. Co., The—Henry Bashinsky.
Lindquist-Strachan-Heck Co., The—Jno. Heck.
Macdonald, J. C.
O'Fallon, M. J., Supp. Co.—M. J. O'Fallon.
Plattner Implement Co., The—W. W. Griswold.

Derby, Conn.
Alling, A. H. & C. B., The—C. B. Brewster, Treasurer.
Star Pin Co., The—Geo. E. Barber, Treasurer.

Detroit, Mich.
Acme White Lead & Color Wks.—P. R. Beasley.
American Coal & Coke Co.—F. A. Robertson.
Grippin, Wm. J.
Hawkins, Norval A.
Hawkins, N. A., & Co.—Fred T. Gies.
Hawkins, N. A., & Co.—N. A. Hawkins.
Klingensmith, F. L.—Care Ford Motor Co.
Wilber Mercantile Agency—F. M. Yokom.

Fairfield, Conn.
Eastern Underwear Mfg. Co.—Geo. E. Sartain.

Fitchburg, Mass.
Falulah Paper Co.—Jos. A. Lowe.
Johnson's, Iver, Arms & Cycle Works—H. M. Putnam.

Fort Worth, Texas.
National Liquor Co.—Oscar Seligman.
Grand Rapids, Mich.

Cukerski, W. L.
Dosker, Herman N., & Co.—Herman N. Dosker.
Feather, H. B., Co.—Wm. J. Kennedy.
Grand Rapids Supply Co.—R. B. Kellog.
G. R. Upholstering Co.—C. A. Lauzon.
Hensen Printing Co.—Fred. L. Hensen.
Michigan Wheel Co.—Fred. L. Perkins.
Otte Bros.—John Otte.
Richards, Glendon.
Roelofs, Geo.
Tisch-Hine Co.—Julius Tisch.
Trankla, Chas., Co.—Chas. Trankla.
York, J. W., & Sons—Frank York.
Young & Chaffee Furn. Co.—Burt K. Chaffee.

Hamilton, Ohio.
Champion Coated Paper Co., The—S. M. Goodman, Treasurer.

Hanover, Pa.
Long Furniture Co., The—H. C. Naill.
Hartford, Conn.

Clark, Wm. K.
Marion, Ohio.
Huber Mfg. Co., The—E. C. L. Barlow.
Memphis, Tenn.
Hopkins, B. H.

Meriden, Conn.
Home National Bank—J. S. Norton, Jr., Cashier.

Middletown, Ohio.
Advance Bag Co., The—M. W. Renick.
Sorg, Paul A., Paper Co., The—M. T. Hartley, Treasurer.

Milwaukee, Wis.
Daisy Roller Mills—F. Edwards.
Milwaukee Cement Co.—W. T. Berthelot.

Minneapolis, Minn.
Fisher Paper Box Co.—M. P. Satterlee.
Montgomery, Ala.
Austin, Williams Co.—H. M. Austin.
Frank, Bernard, & Co.—Bernard Frank.

Southern Hdw. & Supp. Co., The—G. W. Barnett.

Nashville, Tenn.

American National Bank—N. P. Le Sueur, Cashier.
Credit Clearing House—C. W. Harmon, Manager.
McWhorter, Hutton & Co.—J. L. McWhorter.
Marshall & Bruce Co.—Bruce P. Shepherd.
Milburn Wagon Co.—Eugene Boykin.
Sawrie, Miller & Co.—H. M. Sawrie.
Union Bank & Trust Co.—Watkins Crockett, Cashier.
Wilkerson Grain Co.—J. Morgan Wilkerson.

New Britain, Conn.

New Britain National Bank—A. J. Sloper, President.

New Haven, Conn.

Acme Wire Co., The—E. L. Hartpence.
Cowles, C., & Co.—T. T. Welles.
English & Mersick Co., The—Fred T. Bradley, Treasurer.
Geometric Tool Co., The—Howard E. Adt, Assistant Treasurer.
Greist Mfg. Co., The—P. R. Greist, President.
Parker, Joseph, & Son, Co.—R. A. France, Manager.
Thompson, Henry G., & Son Co., The—H. Grant Thompson.

New London, Conn.

Palmer Bros. Co., The—George S. Palmer, Treasurer.

New York, N. Y.

Acker, Merrill & Condit Co.—William T. Simmons.
Bianchi, Wm., & Co.—Wm. Bianchi.
Boyd, Thomas, & Co.—Edward F. Mahon.
Cruikshank Bros. Co.—E. S. Waterbury.
Lalanc & Grosjean Mfg. Co.—B. C. Thomson, Assistant Treasurer.
National City Bank, The—George J. Mulcahy.
Storms, H. M., Co.—H. B. Vannote, President.

Newark, N. J.

Baker Printing Co.—William A. Baker.
Bradner, J. R., & Son—J. Rollo Bradner.
Canniff, J. C. Coal Co.—P. M. Currier.
Credit Reporting Co.—William Sherman Rauch.
Fish & Lenox Co.—H. C. Walsh.
Frisch, W. N.
Isenberg, Henry R.—H. R. Isenberg.
Lissner, J., & Sons—H. F. Gifford.
Littell, James R. W.—J. R. W. Littell.
Luz, F. L., & Co.—F. L. Luz.
Metals Supply Co.—O. R. Routh.
Michaels Bros.—A. J. Michael's.
Moeller, Ferd R.

N. J. Commerce & Finance—Harrold E. Kellner.

O'Hara & Dahlgren—John F. O'Hara.
Pure Oil Co.—John Freeman.
Roe, William S.
Shepard Transfer Co.—Geo. R. Potter.
Smith, H. Stacy.
Straus, David, Co.—Julius D. Straus.
Tabor Sash Co.—A. Schrafft.
Union National Bank—Oscar H. Merz.
Wise, W. L., & Co.—W. L. Wise.

Norwich, Conn.

Norwich Belt Mfg. Co., Inc., The—H. H. Gallup, Treasurer.

Oklahoma City, Okla.

Conger, F. L., Safe Co.—F. L. Conger.
Continental Creamery Co.—Ray McGreer.
Edmond Flouring Mills.
Gray, J. I., Roofing Co.—J. I. Gray.
Killinger, W. E.
Oklahoma City Packing & Prov. Co.—R. W. Blakeney.
Oklahoma Engraving & Printing Co.—J. N. Cook.
Oklahoma State Bank—I. B. Levy, Cashier.
Oklahoma Supply Co.—G. T. Smith.
Orth & Co.—C. E. Wallace.
Racine-Sattley Co.—E. L. Howard.
Rodkey & Farrer—J. H. Rodkey.
Shinn-Pool Cable Co.—J. R. Pool.
Southwestern Confectionery Co.—R. A. Nickerson.
Stanford Furniture Co.—A. F. Stanford.
Sullivan-Long Grocery Co.—W. L. Sullivan.
Taneyhill Co.—C. F. Mason.
Tootle, Wheeler & Motter Merc. Co.—T. J. Tushy.
Waters-Pierce Oil Co.—A. C. Ebie.
Western Reciprocal Underwriters—W. H. Watlington.
Western Union Telegraph Co.—Mr. Robinson.

Philadelphia, Pa.

Al'phia Knitting Mills—M. A. Metz.
Auto Car Company—David S. Ludlum, President.
Brandes & Brother.
Brown, E. E., & Co.—E. E. Brown.
Dennison Mfg. Co.—W. T. May, Jr.
Gray & Dormer.
Haines, Alfred C.
Meyerhoff, Son & Co.
Meyers, Daniel.
Mutual Trust Co.—J. S. Truitt, Treas.
Pffromm, Adam, & Co.—Adam Pffromm.
Shedaker, Chas. E., & Sons.
Underdown's, A. R., Sons—A. R. Underdown, Jr.

Pittsburgh, Pa.

Iron City El. Co.—Chas. A. Ridinger.
Iron City Produce Co.—Chas. A. Muehlbronner.
Kendall Lumber Co.—J. L. Kendall.

Lockhart Iron & Steel Co.—T. J. Gillespie.
 Murdoch, Kerr & Co.—William Esler.
 Northwestern Mutual Life Ins. Co.—Stetson Leach.
 Ray & Company—L. O. Ray.
 Roschie, O. R.
 Water Delivery Co.—Paul Sturtevant.
 Western Dairy Co.—D. O. Higgins.
 Wunelbacher & Rice—W. H. Norris.

Portland, Ore.

Tuthill, H. S.

Richmond, Va.

National Surety Co.—W. E. Morton.
 General Agent.

Rochester, N. Y.

Askin & Marine Co.—S. Askin.
 Bastian Bros. Co.—F. J. Bastian.
 Blauw & Barnum Co.—W. R. Barnum.
 Boller, Ezra J.
 Caldwell Mfg. Co.—W. H. Caldwell.
 Central Ptg. & Eng. Co., The—E. C. Tanger.
 Cox, C. P.
 Fisher, I. J., Furn. Co.—H. C. MacAlpin.
 Lauback, Thos. E.
 Mason Bros.—C. H. Mason.
 Menter & Rosenbloom Co.—David M. Brickner.
 Meulendyke, Lawrence.
 Minges, E. J., & Co.—E. J. Minges.
 National Casket Co.—B. E. Chase.
 New York Press Brick Co.—John F. Burke.
 Pfaulder Co.—E. G. Miner.
 Pilot Ribbon & Carbon Co.—Watson A. Brown.
 Pritchard-Strong Co., The—Henry G. Strong, Secretary.
 Richmond & Watterson Co.—Geo. H. Richmond.
 Rochester Grocery Co.—Chas. W. Hakes.
 Snow Wire Works Co.—A. R. Helmer.
 Stacy, O. T., Co.—J. A. Bush.
 Star Egg Carrier & Tray Mfg. Co.—John G. Elbs.
 Vredenburg & Co., Inc.—Leo J. Schlitzer.
 Weaver Hardware Co.—F. A. Culley.

St. Louis, Mo.

Reall Bros.—L. Gaywood.
 Missouri & Illinois Coal Co.—W. S. Scott.

St. Paul, Minn.

Burg, M., & Sons—G. N. Burg.
 Burgower, G., & Co.—G. Burgower.
 Burkhard, Wm. R., Co., The—Wm. R. Burkhard.
 Diederich, Kennedy & Co.—W. H. Kennedy.
 Dyer, W. J., & Bro.—W. H. Dickson.
 Friedrich & Kempe Co.—C. E. Friedrich.
 Kuhl, B., & Co.—Alb. Steinhauser.

McFadden Candy Co.—M. J. McFadden.
 Mullan, Chas., & Co.—Chas. Mullan.
 Smith Fruit & Produce Co.—Robert L. Gould.
 Webb Publishing Co.—E. A. Webb.

Seattle, Wash.

Blood, T. L., & Co.—Walter Phillips.
 Kellogg-Mackay-Cameron Co.—J. M. Corbet.
 Seattle Trust & Title Co.—J. H. Edwards.
 Swift & Company—Edward Lind.
 Thomas, Howard D., Co.—Howard D. Thomas.

Shelton, Conn.

Anatomik Footwear Co.—Aleck Weir, G. M.

Syracuse, N. Y.

Bradstreet Co., The—L. A. Eddy.
 Bush, W. Wallace.
 Drennan Hdw. Co.—C. K. Munroe.
 Falker Art Leather Co.—J. Elsenr Falker.
 Grant's, Alex., Sons—A. R. Grant.
 Hendricks, Francis, & Co.—I. A. Savage.
 Hessler, H. E., Co.—Charles Tyler.
 Ideal Cut Glass Co.—F. L. Morecroft.
 Joy, Edward.
 Kelsey Heating Co.—Joseph Baker, Treasurer.
 Landers, W. H. Co.—W. H. Landers.
 Mills, C. E., Oil Co.—H. E. Mills, Pres.
 Millsbaugh & Green—Douglas N. Green.
 Smith & Caffrey Co.—H. F. Eamans.
 Snow, C. W., & Co.—John Heldman.

Waterbury, Conn.

Noera Mfg. Co.—F. P. Noera.
 Novelty Mfg. Co., The—Louis E. Fitzsimmons.
 Waterbury Mfg. Co.—H. W. Upson.

West Brookfield, Mass.

Olmstead-Quaboag Corset Co.—J. G. Shackley, Treasurer.

Wilmington, Del.

First National Bank, The—James P. Winchester, President.
 Harlan & Hollingsworth Corp.—S. K. Smith, Treasurer.
 Natl. Bank of Wilmington and Brandywine, The—C. M. Steward, Cash.

Worcester, Mass.

Coates Clipper Mfg. Co.—B. A. Coates.
 Coes Wrench Co.—F. L. Coes, Pres.
 Harrington & Richardson Arms Co.—Geo. F. Brooks, Treasurer.
 Heywood Boot & Shoe Co.—Albert S. Heywood, Treasurer.
 National Mfg. Co., The—F. W. Collier, President.
 Norton Company—Geo. I. Alden, Treas.
 Royal Worcester Corset Co.—Walter F. Brooks, Treasurer.

Worcester Machine Screw Co.—E. B. Dolliver, Manager.

Worcester Pressed Steel Co.—E. W. Ward.

Worcester Slipper Co.—J. Prescott Grosvenor, Prop.

York, Pa.

York National Bank—Grier Hersh.

York Card Paper Co., The—O. W. Keller.

Youngstown, Ohio.

Campbell Bros. Co., The—P. S. Campbell.

Fitzsimons Co., The—W. J. Fitzsimons.

Pennsylvania Fuel Co., The—J. A. Gealey.

The Association Helps Him in His Work.

A new member of the Association in writing to the National office for certain credit department forms incidentally says that in his brief connection with the Association he has gained information that has helped him greatly in his work so that he already feels a deep interest in the general Association work. He says the BULLETIN in particular has been found interesting and directly helpful in handling the credit affairs of his concern.

With the Association, its usefulness depends strictly upon the man. To him who is willing to take the time to get acquainted with it, it has much of the highest interest and practical advantage to offer. While it has set a goal hard of attainment, namely, the appreciation of the advantage of just, true and helpful dealings among business men, the methods employed have been and are being thought out by practical business leaders and developed through the co-operative effort of thousands of practical business men. Co-operation of the kind which makes the National Association of Credit Men powerful is a comparatively new element in the world's progress and has about it a kind of romance which makes it intensely interesting to observe.

The Cancellation Evil and Work of Committee on Mercantile Agency and Credit Co-operation.

The following notice appearing in the January BULLETIN is repeated here because of its importance. It is sincerely hoped that credit men everywhere will help the committee which has charge of this important movement.

At the Denver convention the following resolution was adopted:

"Resolved, That the members of the National Association of Credit Men be requested to furnish the mercantile agencies from time to time the names of firms canceling bona fide orders placed by them, in order that such information may be furnished to inquirers as an essential feature of special reports."

This matter has been referred to the Committee on Mercantile Agency and Credit Co-operation. The committee proposes to take steps to carry out the spirit of this resolution, but before doing so wishes to get the suggestions of as many members as possible. Information regarding the extent of the evil is wanted especially as it relates to the various trades.

This request for information applies to every member individually, and it is the earnest hope of the committee that all give their careful thought to this exceedingly important problem and give their conclusions to O. H. Perry, chairman, Columbus, Ohio.

That Possum Dinner.

Apropos of Georgia's 'possum dinner to President-elect Taft, one of the credit men of Atlanta contributes the following item:

First Banqueter—Well, how are things?

Second Banqueter—I am beginning to feel opposumistic.

Notes.

An official list of the affiliated branches of the National Association of Credit Men is published monthly in the "Bulletin." The Association is not connected directly or indirectly with any association, institution or corporation whose name does not appear in the official roster.

Members of the National Association of Credit Men who have had dealings with the Sprague Mercantile Agency of Chicago, Consolidated Adjustment Co. of Chicago, Barr & Widen Mercantile Agency, St. Louis, or Standard Mercantile Agency of Chicago, are requested to report the result of the same to the National office.

Members of the National Association of Credit Men are warned against entering into contracts with concerns soliciting bad and doubtful accounts for collection without first communicating with the Secretary of the Association or the Secretary of any affiliated branch. Under no circumstances should members pay fees in advance for services to be rendered in connection with the collection of such accounts.

It should be the hard and fast policy of every concern a member of this Association, not to employ any collection agency which charges a fee in advance or lump sum in addition to the commission. Even if the agency is not dishonest and if its representatives are truthful, a concern employing it on the advance or lump sum basis is paying too heavily for services rendered.

Someone has said: "Things move along so rapidly now-a-days that people who say, 'It can't be done!' are interrupted by somebody *doing it*."—*Philadelphia Creditman*.

A bill to prohibit sales of merchandise in bulk in fraud of creditors has been introduced into the lower house of the New Hampshire legislature and referred to the Committee on Judiciary.

The Fort Smith Association of Credit Men has organized an adjustment bureau for handling insolvency claims under the management of Ben. D. Kimpel, who is secretary of the Fort Smith association.

The Adjustment Bureau of the Denver Credit Men's Association in its recent annual report stated that 75 per cent. of the firms which had come before it for investigation carried no fire insurance.

The Houston Association of Credit Men plan to urge upon the legislature of Texas the passage of a measure providing that wages may be garnisheed to the extent of one-third.

Secretary Chas. L. Bird, of the Boston Credit Men's Association, addressed the last quarterly meeting of the Boston Retail Credit Men's Association, taking for his topic "Organization."

Secretary B. G. Watson, of the Columbus association addressed the January meeting of the Buffalo association on credit co-operation and the development of the bureau for the exchange of credit information.

The Chicago Credit Men's Association is to hold its thirteenth annual meeting February 17th, at the Auditorium Hotel. The event will be celebrated by a banquet and an unusually attractive and varied program.

The Louisville Credit Men's Association has instituted the weekly noonday luncheon meeting. These meetings are held every Tuesday at twelve o'clock. Thus far they have proved a great success.

The officers of the Grand Rapids Credit Men's Association, elected January 19th for the ensuing year, are: Chas. Holden, of Holden & Hardy, president; W. C. Hopson, of W. C. Hopson Co., vice-president; J. F. Cramer, of Grand Rapids Brewing Co., treasurer.

Chas. Bayly, president of the Underhill Manufacturing Co., long a member of the Denver Credit Men's Association, has purchased a large interest in the Howe, Allen & Kaul Mercantile Company, of Denver. Mr. Bayly will give both interests his attention.

The Detroit Credit Men's Association on December 29, 1908, elected the following officers for the ensuing year: Wade Millis, president, Wm. A. Petzold, of J. L. Hudson Co., vice-president, W. A. McWhinney, of Commercial National Bank, secretary-treasurer.

The Hon. Herbert K. Smith, Commissioner of Corporations of the Department of Commerce and Labor, and the Hon. Overton W. Price, Associate Forrester, Department of Agriculture, are to address the February 25th meeting of the New York Credit Men's Association.

L. W. French, who but recently succeeded F. H. Suffel as manager of the Northwestern Jobbers' Credit Bureau of St. Paul-Minneapolis, has been forced through serious and continued ill health to resign. His position has been taken by J. P. Galbraith.

The attention of the National office has been called to an error in the Credit Men's Diary, which crept into the summary of the chattel mortgage laws of the various states. Under Illinois the summary says: "No renewal (of mortgage) is necessary." The sentence should read "A renewal is necessary."

The Minneapolis Credit Men's Association, at a meeting held January 19th, elected the following officers for the year 1909: D. W. Longfellow, of Longfellow Bros. Co., president; F. E. Holton, of Northwestern National Bank, vice-president, and M. C. Badger, of Patterson & Stevenson Co., secretary-treasurer.

Chas. R. Jones, of Frazer & Jones Company, who was one of the most active workers in the Syracuse Association of Credit Men, died January 8th. At its meeting held January 19th, that association adopted an appropriate minute expressive of its esteem and feeling of loss in the death of Mr. Jones.

W. J. Baggerman, of Gauss-Langenberg Hat Co., gave an instructive talk at the January meeting of the St. Louis association, on "Collections—How Handled." He divided his discussion into these headings: Form letter most successfully employed; method of watching collections; help rendered by agency and adjustment bureaus.

Officers for the new year have been elected by the St. Joseph Credit Men's Association as follows: P. E. Parrott, of Battreal-Whittinghill Shoe Co., president, T. W. Henderson, of Douglas Candy Co., vice-president, James N. Burnes, of Empire Trust Co., treasurer, and Arthur Steinel, of Johnston-Woodbury Hat Co., secretary.

Harry K. Huntoon of the Minnesota Mercantile Company, Stillwater, Minnesota, was elected president of the St. Paul Credit Men's Association at its annual meeting January 12th. R. J. Wood, of Gordon & Ferguson, was also elected vice-president, and H. W. Parker, of the Merchants' National Bank, was re-elected secretary-treasurer.

D. M. Douglass, of the Bentley & Olmsted Company, who since the organization of the Des Moines Credit Men's Association has been its secretary, has resigned on account of the press of private business. F. E. Howard, of Brown-Hurley Hardware Company, has been elected to succeed Mr. Douglass.

The striking address of A. C. Foster upon "Co-operation of the Salesman with the Credit Man," published in the January BULLETIN, has brought many requests from members for extra copies of that issue for distribution among their salesmen. Quite a number of extra copies were printed for the purpose, and a limited number can be had without charge upon application to the National office.

Practical fire insurance suggestions occupied considerable space in the January issue of the Pittsburgh association's leaflet. The topics discussed were, interior fire-fighting devices, fire pails, chemical fire extinguishers, stand-pipes, hose and the sprinkler system, the relation which the installation of each has to reduction in fire rates being brought out also.

The Sherley amendments to the National Bankruptcy Act were made the topic of discussion before the Tacoma Credit Men's Association, held January 12th. J. W. Spangler, Jr., president of the Seattle Credit Men's Association, Ralph Stacy, its vice-president and I. H. Jennings, its secretary, were present to urge the credit men of Tacoma to join in the effort to have the amendments adopted.

At the annual meeting of the Boston Credit Men's Association, held January 22d, the following officers for 1909 were elected: William Q. Wales, of Brown-Wales Co., president; Fred L. Howard, of C. A. Browning & Co.; John J. Hennessy, of Thomas Kelly & Co., vice presidents; Harry H. Milliken, of Jones, McDuffie & Stratton Co., treasurer, and Chas. L. Bird, secretary.

Edward M. Skinner, managing director of Wilson Brothers, who is one of the best known credit men in Chicago, and was formerly a president of the Chicago Credit Men's Association, was elected February 2d the president of the Chicago Association of Commerce, an organization which is making earnest and effective efforts to build up and safeguard the commerce and manufactures of its city.

There is a growing tendency on the part of banks and trust companies to introduce the practice of rendering to their depositors regular monthly statements, returning therewith all paid and cancelled vouchers. The system is not new, several large institutions in New England, New York and Chicago having adopted it some time ago, but the number being converted to the idea is becoming steadily larger.

A. H. Burt, of the Burt-Sindel Factory, a well known member of the Buffalo Credit Men's Association, and last year chairman of the Membership Committee of the National Association, has recently been elected vice-president of the Buffalo Chamber of Commerce. This institution is a very active and representative factor in Buffalo business affairs and it is no small honor to be elected to so high an office in such an organization.

The question "Are you insured?" takes a prominent place upon the letter head of a large dry goods concern connected with the Association. The credit manager of the concern declares that the suggestion contained in the letter has undoubtedly had an awakening effect upon many a retailer who has not hitherto appreciated the value and necessity of fire insurance. Perhaps many other members can use a similar query upon their letter head with good results.

A prominent credit man in an eastern state was recently called into consultation by a bank in a western city that had a claim against a local concern in failing condition which was largely indebted to his house. The bank expressed a desire to act with the credit man's house. Query—

"Would the bank have been so considerate in handling this failure which it was easily the first to anticipate, had the National Bankruptcy Law not been in effect?"

To meet the increasing demands being made upon the adjustment bureau of the Chicago Credit Men's Association, the management has decided to engage counsel to advise the bureau in matters of legal technicality, to pass on points of law as they arise in cases handled by the bureau and to appear in court in behalf of interests represented through it. This arrangement will allow the manager more time for conferring with creditors and for taking charge of stocks of merchandise and otherwise caring for creditors' interests.

The following members of the Association have called at the National office during the past month. John L. Powell, of the Johnston & Lorimer Dry Goods Co., Wichita, H. E. Hackenberg, of the National Carbon Co., Cleveland, H. B. Buell, of Syracuse Dry Goods Co., Syracuse, Chas. D. Griffith, of Chas. D. Griffith Shoe Company, Denver, Oscar Fenley, of the National Bank of Louisville, Kentucky, J. H. Paddock, of Paddock-Overmyer Co., Toledo, Wade Millis, president of the Detroit Credit Men's Association.

With new members constantly coming into the Association, it becomes necessary to repeat the statement every few months, that the affiliated branches of the National Association of Credit Men are listed in the last pages of each issue of the BULLETIN. There are collection or other organizations which bear names leading to confusion with the Credit Men's Association but unless an organization is listed in the BULLETIN, members may be certain that it is neither directly nor indirectly related to the National Association of Credit Men.

It means much to any association to have its directors or trustees earnestly attentive to its welfare. The thought is suggested by the fact that of the ten officers and directors of the Milwaukee Association of Credit Men, three attended all the directors' meetings during 1908, four attended ten of the eleven meetings, two attended nine and one attended eight meetings. There can be no doubt that this devotion to the duties devolving upon the directors had much to do with the really excellent record made by the Milwaukee association during the past year.

W. H. Sutherland, of the Anchor Mills Company, has been elected president of the Cedar Rapids Credit Men's Association. The Cedar Rapids association has just completed the organization of a bureau for the exchange of credit information and a bureau for the adjustment of insolvent estates. C. B. Robbins, the secretary, has the bureau in charge. His address is No. 409 Security Building, where he should be addressed by all the members of the National Association having matters in or near Cedar Rapids requiring adjustment.

The Northwestern Jobbers' Credit Bureau of St. Paul and Minneapolis, has issued under January date, Bulletin No. 1. It is to be the official organ of that important bureau which is serving in matters of credit information and adjustments not only the members in the two above named cities but also in Duluth. Besides general items of interest locally, the bulletin presents the details of all adjustment cases taken over by the bureau during the preceding month. No one can doubt the efficacy of the service being rendered by the bureau after a perusal of the leaflet.

The Pueblo Association of Credit Men held a special meeting January 12th to take proper action upon the death of A. R. Mackenzie, of Liebhardt Produce Co., who died suddenly of pneumonia. The following resolution was adopted:

"WHEREAS, An all-wise Providence has seen fit to take from us our friend and former associate, A. R. Mackenzie,

"Be it *Resolved*, That in his death, we have lost one whom we all loved, a true friend, a genial gentleman, and a man around whose memory cluster many pleasant recollections; the world is better by his life—sadder by his death."

Orders are still being received for the Credit Man's Diary for 1909, a considerable proportion of the late orders being from concerns who have already ordered but want further copies in their offices. The words of approval and commendation given the Diary have been unstinted and are highly gratifying to the Business Literature Committee. It is clear that the second edition will soon be exhausted, and unless those who desire a copy order promptly their chances of securing one will not be good. The price is \$2.00; orders should be sent to the office of the Association, 41 Park Row.

The jobbers and wholesalers of Asheville, North Carolina, have determined upon forming a permanent organization for the purpose primarily of united action in protecting themselves against unsafe credits. Asheville's importance as a jobbing center for North and South Carolina is already considerable, and is rapidly developing so that the usefulness of such an organization can not be doubted. None but those who do a wholesale business are eligible for membership and that fifteen concerns could come together on that basis is indicative of the growth of business at Asheville.

That the Southern Shoe Wholesalers' Association is well represented in the National Association of Credit Men is indicated by the election of officers of that body, which took place last month at Boston. The following were chosen officers for the ensuing year: J. K. Orr of J. K. Orr Shoe Co., Atlanta, Ga., L. G. Morris of Fleishman, Morris & Co., of Richmond, Va., J. W. Craddock of Craddock-Terry Co., Lynchburg, Va., and W. J. Martinez of W. J. Martinez & Bro., New Orleans, La., vice-presidents. All the above named concerns are ably represented in the National Association of Credit Men.

"Help Wanted.—A splendid opening for 500 credit men as assistants to the Membership Committee," is an advertisement appearing in the "Philadelphia Creditman," December issue. The committee points out that there are a thousand possible additions and only individual effort will bring them in, and it can not be put forth alone by the Membership Committee. The only thing to do is to have all take a hand at the work which will not only be found interesting but will open up a new line of thought for the credit man and be the means perhaps of developing his ability as an important association worker. Many a member has been let into a large field of endeavor by taking up this simple department of association work.

Out of ten concerns represented on the board of officers and directors of New York Shoe Jobbers' and Manufacturers' Protective Association, eight are members of New York Credit Men's Association. One of the principal functions of the organization is to detect and circumvent fraud. For this purpose a special fund of \$10,000 has been subscribed which is accessible to the executive committee in instalments of 10 per cent. and the association now has a case on the docket to be tried by the Grand Jury during the present month. The association by its fair-minded methods has won the esteem of the retailers in and around New York, who have found that through it they are better protected from trade abuses.

"A case just settled by our adjustment bureau," says the St. Louis association, "in which over seventy creditors were interested, and involving nearly \$40,000, resulted in a payment of over 70 per cent. to the creditors; the best offer obtainable up to the time the bureau took hold of it was 45 per cent. By persistent work and intelligently directed effort, relatives were induced to put up a large sum of money and the case was closed within one month from the time it was called to the bureau's attention. Those who were not members of the bureau or who were represented by other officers than the adjustment bureau, paid double the fee charged clients of the bureau."

A call for a National Tariff Commission Convention to be held February 16, 17, 18, 1909, at Indianapolis, Indiana, has been issued by a large number of representative organizations, mainly those whose membership is made up of manufacturers. The purpose of the convention is to give emphatic expression to a public demand for the creation of a "permanent, non-partisan, semi-judicial tariff commission" to collect, collate and study industrial and commercial facts pertinent to the tariff question for the information and use of Congress and the President. The desire is to get a representation from all business organizations—Governors of states and mayors of cities are being requested to send delegates so that the gathering may be as representative as possible of the leading business thought of the country.

The United States Senate has taken action favorable to increasing the salaries of the federal judges. This undoubtedly looks in the right direction because under prevailing salary figures which were fixed for the most part several years ago, the ablest lawyers accept a call to the bench at a very great pecuniary sacrifice, greater than many, without an independent fortune, can afford. In view of the class of business handled by the courts involving large sums of money and the welfare of the whole people, it is essential that the best brains of the bar can be engaged for the federal bench. It is therefore proper to hope that the relief sought by the Senate Bill 6973 will be promptly secured and business men generally would do well to write their representatives in the matter.

An ordinance which retailers find of great protection is that adopted in the city of Louisville, September 8, 1908, making it the duty of all persons or corporations engaged in hauling furniture or other articles of household use for residents about to change their places of residence, to report to the Board of Public Safety the character of the property moved, the name of the owner or custodian thereof, and the place from and to which the hauling was done. Blanks are furnished by the department for the purpose and penalties are named for not carrying out the spirit of the ordinance. It is said that the Chief of Police of Louisville has issued orders for the execution of the ordinance to the letter. Other cities are interested in securing a like form of protection for its retailers so that the deadbeat shall have his path made a thorny and painful one to travel.

Nearly 150 members of the Pittsburgh Association of Credit Men have subscribed to the fund established by the Investigation and Prosecution Committee. The excellent showing made by the committee has accounted largely for the comparative ease with which members have been induced to put their names down to stand back of the work. The committee reports five indictments by the grand jury of Allegheny County against Herman Kamin, David Lowenstein and H. Nassaw, and is also handling two other fraud cases, those of J. & D. Magilvay (the

Columbian Jobbing House & Homestead House Supply Co.), and Frank Lima. As a result of the publicity given the committee's work by these cases, several other like matters are being called to its attention and are being investigated as fully as possible. The committee will not undertake to handle a case unless there appears to be sufficient evidence submitted and the interested member is willing to make the information for an arrest.

A publication known as "The Creditman," issued from New York, is apparently advertising extensively among credit men for subscriptions. The descriptive portion of the advertising applies so closely to the BULLETIN of the National Association of Credit Men that it has led many members to inquire if the BULLETIN is to be replaced by the newer publication or if "The Creditman" is a further publication of the Association. "The Creditman" is unknown to the National office and has no connection with any department of the Association. Such reports of "doings of every credit association in America," as they advertise to present each month, will probably come, so far as they apply to affiliated branches of the National Association of Credit Men, from newspaper clippings. The BULLETIN reports are official and for the most part are based on information sent direct by secretaries.

The orders issued by Judge Holt of the United States District Court at New York in two cases of bankruptcy brought before him are interesting as they illustrate what effective action a vigilant court can and will take where fraud is suspected. In one case, that of John S. Phillips, a jobbing jeweler whose liabilities are said to be about \$45,000, and assets less than \$6,000, Judge Holt fixed bail at \$20,000 in default of which Phillips was committed to jail. In another case, that of I. M. Blumenthal & Co., jobbers in hosiery and underwear, in which several thousand dollars of the firm's merchandise is thought to have been concealed from creditors, the two Blumenthals were arrested and released on heavy bail bonds and re-arrested because there was reason for fearing they would leave the jurisdiction of the court. At the same time their mother, Mrs. Leah Blumenthal, was arrested for the same reason, all being charged with concealing assets belonging to the bankrupt estate.

Read your BULLETIN. Its warnings and suggestions may save you money. A credit man recently told in an association meeting how he had been approached by a fellow member who told of an excellent proposition which a certain collection agency had made him for collecting all his firm's bad debts. He seemed to have no doubt that it was a good thing to accept. The credit man thereupon simply handed his friend a copy of the latest BULLETIN with its warnings against certain classes of agencies. The latter acknowledged that he had probably been making a serious mistake in not making free use of his monthly BULLETIN and at once called up another member whom he knew was planning to take out a contract with the same agency. Both had come near having to learn at a high price the value of the BULLETIN to the busy credit man. See the paragraphs at the head of these notes regarding collection agencies.

There is much of sameness in the events leading up to failure cases, yet each is likely to present some incident which gives a bit of zest to the history of the case. For instance, a merchant in one of our large cities who, by the way, is not a member of the Credit Men's Association, obtained from a country debtor from \$1,000 to \$1,200 worth of goods on a judgment of \$100. The country storekeeper shortly afterwards

called upon an adjustment bureau of the Association upon request. A meeting of creditors was called, which was enlivened by considerable heated argument. Finally order was sufficiently restored to appoint a committee to make an inventory of the goods which had been taken to satisfy the judgment. After the committee had finished the work the judgment creditor was politely told that he had made quite a blunder and could buy the goods at cost price. This offer he accepted. The net result was that he received 25 per cent. of his claim, as he had paid the debtor \$125 for the privilege of the deal, and other creditors received nearly 66 2-3 per cent.

Clayton F. Shoemaker, chairman of the Legislative Committee of the Philadelphia association, contributes an excellent article to the December "Creditman," published by that organization, in which he argues for the repeal of the Pennsylvania Mercantile License Law of 1899. The law makes it compulsory upon wholesale merchants to submit a sworn annual statement of the business done by them during the year, and on failure so to do, appraisers are authorized to compel the production of books and papers under penalty of a heavy fine. This law, Mr. Shoemaker says, is deeply resented by merchants as it singles out their business, which none will deny is for the general good of the community, for special taxation, and further, if the merchant conducts his business under the form of a corporation, he is taxed both under the Mercantile License Law and that taxing incorporated concerns. Mr. Shoemaker declares that no other state of the first importance has this form of taxation, and the state of Pennsylvania, which has no difficulty in raising sufficient funds to meet all its expenses, should no longer place the merchants under such an insufferable tax.

"The Lawyers' Livelihood" was the subject of Francis Lynde Stetson's address delivered at the annual meeting of the New York State Bar Association January 28th. It was Mr. Stetson's address as retiring president and he defined what legal ethics should be. Mr. Stetson said that while for the overwhelming majority of lawyers the first object of their activities must be to gain a living, support a family, and keep out of harrowing debt, the lawyer who chose or who pursued his profession primarily, as a money-getter, selected for his purpose an inferior instrument, for in money-making, the lawyer lags behind the trader of equal ability, compromising his own tone, and correspondingly the standing of his profession, which would be privileged so long, and only so long, as it preserved its distinction as a learned profession. "To the mere money-seeking lawyer, indeed," he said, "the love of money will prove the root of all evil."

Several members of the Association have called to the attention of the National office the fact that they have of late been deluged with the applications for salesmen's positions written by young men who have been following mail courses prepared by so-called schools of salesmanship. Enough information has been gathered to make it clear that the credulity of country lads is being played upon by some of these organizations who advertise that they will give a man a scientific preparation in salesmanship in from six to eight weeks, graduate him and guarantee him a position. The most important feature of the education appears to be to present the ambitious but inexperienced youth with a form letter for making his application for a position, but the moment the business man receives more than one of these letters he begins to wonder where he has read exactly this phraseology before. As clerks in country stores are, as a class, those whom the school especially seeks

to interest, it might be doing some of these young men a service if members placed their salesmen in a position to give warning against absurd propositions to make graduate road salesmen after a few weeks of reading.

Some impressions of the immensity of the United States Steel Corporation is perhaps given by considering the fact that it is capitalized for more dollars than there are minutes in all the years since the birth of Christ.

Youngstown's first list of undesirable customers prepared by the Youngstown Credit Men's Association has just been placed with the membership. The information the list contains is, of course, for the private files of those who are entitled to receive it.

The adjustment bureau of the Youngstown association is working on five bankruptcy cases in all of which it is reasonably certain of being able to prevent the granting of a discharge, and in at least two of them expects to secure convictions for concealing assets.

The adjustment bureau of the St. Louis association recently secured for a member over \$100 after the estate had been wound up and the money all distributed by the collecting agency having the case in charge.

With a view to bettering railway facilities in and out of Youngstown, and also to get more favorable rates, the Youngstown Credit Men's Association has appointed a committee to confer with similar committees from other local organizations to consider railway conditions and evolve, if possible, means of making Youngstown a larger center of trade.

The officers of the Fort Worth Association of Credit Men have adopted the plan of taking lunch together on Wednesday of each week. At these luncheons the various committees are called together and their work reviewed. The result has been an awakening of enthusiasm and the outlining and developing of important branches of association work.

A case that baffled the adjustment bureau of the St. Louis association for some weeks because two creditors would not join, and there were not enough known claims to put the case into bankruptcy, finally resulted in a settlement of 100 cents on the dollar for the creditors who placed their claims with the bureau. The debtor had transferred his assets to a relative. Upon demand being made for payment of the claims represented by the bureau, the party adopted dilatory tactics. Believing him to be playing for time, so as to get the transfer beyond the four months' period, the bureau got the case where it resulted in a settlement as above for all the creditors, except those who would not join with the bureau. The latter are now left in such a position that they can not force bankruptcy and protect themselves. Debtor is hopelessly insolvent.

There is now before the House of Representatives a highly meritorious bill which aims to provide our diplomatic and consular representatives abroad with such office and residence buildings as will be adequate to their needs and will befit the commercial importance and dignity of the nation. The bill is known as H. R. 21491, having been introduced in April, 1908, by Congressman Lowden and favorably reported by the Committee on Foreign Affairs. The bill is as follows:

"Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled: That the Secretary of State be, and he is hereby, authorized to acquire in foreign countries such sites and buildings as may be appropriated for by Congress for the use of the diplomatic and consular establishments of the United States, and to alter, repair and furnish the said buildings; suitable buildings

for this purpose to be either purchased or erected, as to the Secretary of State may seem best, and all buildings so acquired for the diplomatic service shall be used both as the residences of diplomatic officers and for the offices of the diplomatic establishment: Provided, that hereafter not more than one million dollars shall be appropriated for the purpose above set forth in any one fiscal year.

"Sec. 2. That the sum of one million dollars is hereby appropriated, to be paid out of any money in the Treasury not otherwise appropriated, for the purchase, erection, repair, alteration and furnishing of embassies, legations and consulates, the said sum to be expended within the purposes of this Act, at the discretion of the Secretary of State; not to exceed one-half thereof to be expended to secure consular and court buildings at Shanghai and Yokohama, and not to exceed one-half thereof to be expended to secure embassy buildings at Berlin and Mexico City."

The kind of quarters in which American representatives to foreign lands are housed, has long enough been referred to lightly. The nation no longer is isolated nor can be, and its representatives should be given that equipment which accords with the standing of the nation. Members all over the country should address their representatives in Congress urging serious attention to the bill. The National Business League of America is doing excellent work for its passage.

Clayton Lehman in addressing the Southern Implement and Hardware Association recently said the credit man and collector are made, not born. Here is what he has to say:

"A collector should be quick to read human nature, judge character, and, more than all, he should possess strong intuitive faculties. 'An ounce of intuition is worth a pound of logic' when we come to reckon with human nature and its manifold peculiarities. Credit men and collectors are made, not born. Any of us who wish to follow its experiences, its many trials, its often perplexing and unpleasant situations can do so by following the old and oft traveled road, experience. It has its pleasant side and is, as other professions, fascinating. If you have not acquired the art, do as we all must, try. The better collector and credit man you make of yourself the better your business will be extended, the more profitable it will become, and you will have gained in the end what you sought for when you engaged in the hardware and implement business."

The following extract from a paper read by President H. C. Huttig, of the Third National Bank, before a recent meeting of the St. Louis association upon the intelligent selection of commercial paper by the credit department of banks is of interest:

"It is unnecessary to say, that thorough familiarity with credits is absolutely essential to the intelligent selection of commercial paper, and full knowledge of the standing and worth of merchants who sell their paper on the market through brokers should be possessed by the purchasing banker. The banker, generally, is intimately acquainted with the history of the principal merchants and manufacturers. He has access to the annual reports of the business houses, and can note the progress of their business from year to year. Besides, the general reputation of the management of these corporations soon becomes a matter of common talk and knowledge, and this public opinion is of value in passing on the statements issued by them. No active, progressive banker can absolutely safeguard against some losses, as banking does not materially differ from other lines of business in respect to hazards incidental to the extending of

credits. You cannot altogether guard against the well-meaning, plausible, and honest man who borrows from you in the best of faith, but who lacks good commercial sense, and whose failure cannot be anticipated. It, therefore, follows that one must be a good judge of men as well as of business."

It might be said, in connection with the above, that the credit departments of almost all the banks in the country are coming to recognize more and more the value of their connection with the National Association of Credit Men, and the more the bank credit men associate with the mercantile credit men the more value they are to their several banks.

The Sherley Bill Passed by the House Now Before the Senate.

On February 6th the Sherley Bill to amend the National Bankruptcy Law and a substitute bill providing for the repeal of the same law were made the special order of business in the House of Representatives.

On January 19th Congressman Reid, of Arkansas, from the Committee on the Judiciary, had submitted to the House a minority report to accompany the Sherley Bill. The report, embodying the views of the minority, is as follows:

"We think the time has come when the entire bankruptcy law should be repealed and thereby obviate the necessity for continuous amendment.

"In our opinion the difficulties with a permanent bankruptcy system are inherent, and the efforts to remedy such defects from time to time by amendments will remain futile and serve only to postpone the date when the hopes of those who oppose every provision of the measure will be accomplished by its entire repeal.

"One of the objections against the continued amending of the law is found in the fact that such amendments originate only with those whose interest it is to continue the system. Proposed changes in the law emanating from the creditor class, credit men's associations, and organizations of officials whose existence is derived from the law necessarily tend to develop in the end harsher provisions toward the unfortunate debtor and a gradual extension of the provisions of the law in the interests of one class only. We do not believe that even the improvement of a system fundamentally wrong will be attended with desirable results.

"There are no organizations of insolvent debtors or small retail men through which such classes may make known to Congress their objections to such legislation. These men and others in the various pursuits of life who do not contemplate becoming bankrupts, but who may tomorrow suffer from the harsh provisions of such a law, have no special representation here and no hired attorneys to present their side of the case to the committee to which such bills are referred. The interest of all of these must be guarded, if guarded at all, by their Representatives in Congress. There is no means of arriving at the sentiment of this very large class except as it may be gathered from the personal experiences and general observation of each Representative.

"Resolutions adopted by boards of trade and organizations of wholesalers, federal officials, and credit men can reflect only a one-sided and biased view of the situation. When former amendments were proposed to this law it was confidently predicted that the statute would be gradually developed and extended in the interests of one class until it became nothing more than a harsh and oppressive agency for the collection of debt. This prediction has been amply justified. The operation of the

statute in the federal courts is necessarily cumbersome and expensive. The constant demand for its amendment is the highest evidence of its unsatisfactory character. The operation of any permanent system of bankruptcy has always been attended with great difficulties and unsatisfactory results. England exercising the unlimited power of Parliament throughout the whole domain has sought for generations to develop a satisfactory bankrupt law. From the reign of Edward III one law after another was enacted, amended, and repealed, until 1883 it was found so objectionable that the law was swept away and an entirely new system enacted.

"We are not unaware that some writers upon the subject have commented favorably upon the present system in England, but their opinion upon the subject is far from being universally accepted. Some of England's ablest jurists and authors have criticised the law and expressed the view that its workings were by no means satisfactory. The present law in England is comparatively modern, and aside from the difference in the two systems of government, any attempt to model a statute in this country after that of England cannot rest upon demonstrated facts, but is necessarily experimental. Even though a permanent bankruptcy law could be successfully operated in England, it would not follow that such could be the case here. England and Wales are not larger than many of our single states. Her population is dense and her business essentially commercial. Her people for generations have lived under exactly the same statutes and developed their institutions and commercial relations under the same environment.

"The wide expanse of our territory and the large variety of industries and commercial pursuits supported by our various resources bring about different conditions in different localities, which can be successfully dealt with in the administration of law only through our dual system. Laws which can operate uniformly and justly upon all sections of a country so wide and maintaining such a variety of industries as ours are necessarily few, indeed. This fact was recognized by the framers of our Constitution when they jealously delegated to the Federal Government only such powers as in their judgment could be exercised with uniform results throughout the width and breadth of our country. The fact that the Constitution conferred upon Congress the power to establish uniform laws on the subject of bankruptcy throughout the United States does not argue that such laws should be continually maintained, regardless of the necessity for their existence. Any law that is unnecessary is undesirable.

"In emergencies and widespread conditions of commercial distress it may be wise and in the interest of society for Congress to provide some means by which the honest unfortunate debtor may deliver to his creditors that which financial disaster has left of his estate and commence anew, unfettered by insurmountable obligations. But when these conditions have passed away, and the relief which the emergency requires has been administered, a longer continuance of the system has always resulted in defeating the very object for which it was established. So far from suppressing fraud and relieving distress it gradually becomes a favorite method by which fraud may be perpetrated. It builds up a class of petty officials about the federal courts whose existence depends upon the perpetuation of bankruptcy proceedings and who naturally become allied with the unreasonable and implacable creditor. Interest in perpetuating it becomes confined to one class only.

"The small business men of the country are by far the more numer-

ous, and must always remain so. Their encouragement and protection is highly necessary to the prosperity of the entire country. They are usually found in the small towns and villages, remote from the centers where the federal courts are established. The expense and inconvenience of defending against bankruptcy proceedings, aside from the legal cost and fees in such cases, becomes a powerful weapon in the hands of an uncompromising creditor by which he may enforce his demands. We submit that the insolvency law of the States are found to be more just and satisfactory under general conditions. They are made in keeping with the conditions that exist in each locality, and when no general disturbance imposes the same misfortune upon the whole country alike, these laws should prevail. No objection against their provisions or their administration can be found that will compare with that which is manifest against national acts in the fact that each heretofore has been many times amended and finally repealed.

"Under the insolvency laws of the States creditors have collected a larger per cent. of their debts than they did under the old bankruptcy laws, and we feel quite sure that if statistics were available the same situation would be found to exist at present. This is doubtless due to the fact that proceedings in the federal court are necessarily more cumbersome and expensive, attendant with more delays and prolixity, than that of courts nearer the residence of litigants and witnesses. If we calculate the percentage of a small estate that must necessarily go to defray the expense of such a proceeding, and compare it with that which accrues at last to the creditor, we must necessarily regard the system even as a proceeding for the collection of debt as a failure. In our opinion there should be no exercise of federal power when there is not a clear necessity for it. Can it be contended that there is any necessity in the country to-day for a national bankruptcy law? The argument that certain classes of individuals are pleased with it, and that it operates to their satisfaction, does not establish the necessity which we think should justify its existence. The interest manifested in perfecting and extending the law does not to our minds come from an unbiased source.

"The trouble with the perpetuation of the system is that after it has served its purpose of relieving from unusual conditions no one is left to look after its subsequent modification and administration but the credit-giving class and officials whom it has called into existence or who derive emoluments from its operation. We can not bring ourselves to look upon 'credit men's associations' and organizations of bankruptcy court officials as interested and actuated altogether for the 'good of the glorious cause.' We fear the development of a situation similar to that referred to by an English chancellor in speaking of the bankruptcy laws of England when he said: 'They are little more than the stock in trade for the commissioners, the assignees, and the solicitors.'

"Those who are interested in converting the bankruptcy law more and more into mere collection machinery, and lawyers whose practice is confined largely to bankruptcy cases, regard the bankruptcy law with favor, and their appreciation of the law increases as the law is made more and more severe and harsh against the debtor class. They forget that the primary object of the bankruptcy law is to relieve unfortunate debtors from the weighty oppression of debts impossible for them to pay. These advocates of drastic bankruptcy legislation care nothing for the debtor class. The paramount object of their desire is to obtain harsher and more effective federal collection laws, all resting for their constitutionality upon the power of Congress to pass a bankruptcy law. We are not

willing to see this provision of the Constitution, written for beneficent purposes, converted into means of oppression. We believe that many amendments proposed by the creditor class to the bankruptcy law are inimical to the debtor class, and naturally so. The creditor is apt to think that the debtor should not have any very liberal relief. This opposes the very fundamental theory of any bankruptcy law. Such a law rests for its justification upon the beneficence that it is supposed to afford unfortunate debtors. We are unwilling to subscribe to a theory that ignores this idea which lies at the foundation of all proper bankruptcy legislation.

"The present bankruptcy act has stood longer than any prior act of the kind in the history of the country. As we have said, we do not believe there is any longer any necessity for its retention. One reason given for its enactment was that it was to relieve insolvent debtors from debts beyond their ability to pay and that were fastened upon them by the unusual stringency of the times. This law has served its day and purpose. It is now the subject of more abuse in its administration and the cause of more complaint to Congress than any other existing federal statute. The best remedy afforded is not to amend a law that is so badly abused and misused, if we are to believe the advocates of its amendment that it has grown into well-nigh a vicious system. The better or true remedy is to repeal the whole law. We therefore beg leave to report as a substitute for the bill reported by the committee, House bill 141, which is as follows:

A BILL To repeal an act to establish a uniform system of bankruptcy throughout the United States, approved July 1, 1898.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That the act approved July first, eighteen hundred and ninety-eight, entitled, "An act to establish a uniform system of bankruptcy throughout the United States," and all acts amendatory of such act, be, and are hereby repealed: *Provided*, that nothing herein shall in any way affect proceedings under said act begun prior to the time this act takes effect.

"We shall offer the above substitute for the bill as reported by the committee and ask its passage in lieu of the bill reported by the majority of the committee."

The consideration of the House was first given to the bill reported by the minority, Mr. Clayton, of Alabama, opening the debate in behalf of the general repeal bill. The same side was supported by Mr. Landis of Indiana, Mr. Henry, of Texas, Mr. Reid, of Arkansas, and Mr. De Armond, of Missouri. Speakers against the repeal were Mr. Sherley, of Kentucky, Mr. Tirrell, of Massachusetts, Mr. Kiefer, of Ohio, and Mr. Stafford, of Wisconsin.

Upon a vote being taken upon the question of repeal of the Bankruptcy Law, the following was the result: In favor of repeal 111, against repeal 182, not voting 91.

The Sherley Bill was then placed before the House, the amendments being carefully explained by Mr. Sherley. After a brief debate vote was taken resulting in 149 votes for the Sherley Bill and 98 against.

A synopsis of the debate upon the two bankruptcy bills will be given in the March issue of the BULLETIN.

The bill is now before the Senate. Only a little over two weeks remains for the action of that body. If the bill is not passed by the Senate at this session the Association's work during the last two years will have been of no avail, for on March 4th this Congress goes into

history with all the uncompleted business then before it. Let every member of this Association immediately upon the receipt of this BULLETIN write a personal letter to each of the Senators of his state urging him to do all in his power to have prompt and favorable consideration given to this bill. It is the duty of each and all to see that no effort is spared to bring about its passage before the Senate.

Notes on Investigation and Prosecution in Cases of Commercial Fraud.

Perhaps it will be generally agreed that a trader who announces that he has been robbed of \$35,000 cash, that some one had broken into his store, opened the safe and extracted \$300 in silver, \$1,000 in gold and \$33,700 in other forms of legal tender, is a rather simple minded gentleman. But that was the plight in which John C. Cantonwine, of Armour, S. D., reported that he found himself in. He even tearfully expressed sorrow for his creditors, who took prompt steps looking to throwing him into bankruptcy and employed counsel to force Cantonwine to disgorge.

Before the creditors had completed their petition Cantonwine volunteered to go into bankruptcy and in the petition placed his liabilities at \$64,438.25, and assets at \$59,185.68, with \$5,350 claimed as exempt, and among the liabilities a note to Maggie Cantonwine for \$33,000, dated March 7, 1902, but the creditors' attorney believes he will be able to get for his clients 100 cents on the dollar and put Cantonwine behind the bars.

* * * * *

William Palzer bought out the business of his brother, John Palzer, of Lake Park, Minnesota, on or about March 1, 1908, and issued signed statements to mercantile agencies and others as follows:

Merchandise on hand at cash value.....	\$5,000.00	
Cash on hand.....	85.00	
		<hr/>
		\$5,085.00
Liabilities for merchandise, not due.....	\$ 400.00	
Loan from relative.....	1,000.00	
		<hr/>
		\$1,400.00
Net worth.....		<hr/>
		\$3,685.00

Palzer operated until about December 14th, and reports from Lake Park for several months after he started indicated that he was doing a very successful business. Besides this, he was looked upon as having the backing (moral at least) of his brother, who had originally started the store in November, 1907, and who sold out to William about March 1, 1908. The brother is an old merchant located at Perham, Minn., for a number of years, and in good credit. William had no difficulty in procuring all the goods he wanted on credit.

Along about December 14th, Finch, Van Slyck & McConville, of St. Paul, received a letter from William Palzer telling them that he was in bad health, and had been ordered to a tropical climate at once by his physician. The letter asked them to send a man to Lake Park to take charge of the store, sell out the merchandise, pay the debts and turn the balance back to Palzer.

This concern accordingly sent a man to Lake Park, who reported that Palzer had a stock of \$7,000 or \$8,000 and owed almost \$15,000; that he had left the town several days before and his whereabouts were

unknown except that he had announced that he was going to the city to submit to an operation. A thorough search was made of St. Paul and Minneapolis and other nearby cities, but it seemed impossible to get any trace of Palzer. He had completely disappeared, and for about ten days not the slightest trace could be found of him. His affairs were in a tangled condition, not only with regard to the excessive debts, but the problem of insuring the stock was a serious one—the companies refusing to accept the risk with the ownership of the stock in question.

About December 23d, the debtor was located at Milwaukee and was promptly arrested and thrown into jail. When searched he had about \$3,600 in currency on his person. The case had, previous to this, been turned over to the Northwestern Jobbers' Credit Bureau, working under the Credit Men's Association of Minnesota, and it was found necessary (in order to cover the case properly and to proceed legally) to file an involuntary petition in bankruptcy.

It was found that under the bankruptcy law Palzer could not be brought back to Minnesota for examination as he had left the state before the petition in bankruptcy was filed. Therefore, after holding him in jail for ten days and taking from him the \$3,600 he was set free. The money will be distributed to creditors in due course.

* * * * *

On September 1, 1908, the Elida Mercantile Company of Elida, New Mexico, had, according to reports given out, assets of \$21,000 and liabilities of \$5,000. On December 26, 1908, the concern had been subjected to such violence as not only to reverse this happy relation between assets and liabilities but to present the following: assets \$12,000, liabilities \$30,000, making a discrepancy of \$34,000.

The case is being vigorously looked after by the adjustment bureau of the Dallas association which sent its representative to Elida to represent creditors. Soon after the arrival of the Dallas Adjuster, Z. L. Kirkham, who seemed to be the arch-conspirator in the failure, was discovered starting for Old Mexico with several trunks of merchandise, but before Kirkham could get out of the state he was interrupted and with his baggage taken off the train.

The investigation of the company's affairs leads the creditors to believe that what looked like an estate which would yield scarcely 15 per cent. for creditors will bring something like the face value of all legitimate claims against it.

Kirkham has been arrested in the criminal charge of perjury and concealing property in defraud of creditors and from the evidence thus far gathered there is reason to believe that a lesson will be taught a certain number of traders in that new country that they can not play fast and loose with their creditors, and that the best class of business men will not stand for dishonest practices.

The success of this prosecution was made possible by the prompt response creditors made to the call for co-operation sent to all creditors. The amount which each has to furnish will probably be but a small fraction of the dividends coming to them.

A National Clearing House Bank.

Charles H. Treat, Treasurer of the United States, in an address recently delivered at New Haven argued for what he called a national clearing house bank. He described such a bank as one "whose shares would be owned entirely by banks and whose management would devolve upon them as shareholders therein. This would not be a

government bank in the sense that the government would be an investor in its shares, but it would be under the charter of the national government much in the same way that our present national banking system is. Its capital shall not be less than \$200,000,000, and not more than \$500,000,000 with shares of \$500 each."

The idea put forth by Mr. Treat included the suggestions that the shareholders might be either from the banking members of clearing houses or from individual banks; that any national bank be permitted to invest not exceeding 20 per cent. of its capital in the shares of the bank, that its directors be chosen from the membership of the groups of clearing house banks and other provisions for its government, including the proviso that the United States Government shall have no participation or dictation in its management except regulation and supervision. He further suggested that national banks be permitted to rediscount their commercial paper with the national clearing house bank not to exceed 100 per cent. of its capital and surplus.

Developing his idea of the details of the national clearing house bank, Mr. Treat said: "The national clearing house bank shall be a government depository. It shall be authorized to deal in foreign exchange. It shall be authorized to act as reserve agent for any bank with which it does business. It shall further be authorized to discount the commercial notes taken by other banks, and for banks alone. It shall be permitted to discount such notes at a rate not exceeding 4 per cent. per annum, and to make an advance thereon not exceeding 75 per cent. of the face value, the balance to remain on deposit until said notes have matured and been paid. This should afford earning power to insure a fair interest rate on the stock.

"In times of financial stress, the Secretary of the Treasury shall be authorized to receive as collateral for the issue of national bank currency to this national clearing house bank such commercial notes discounted by the national clearing house banks and guaranteed by it and by the previous discounting bank, to an amount not exceeding 75 per cent. of the face value of said loans, at a rate of not more than 3 per cent. interest per annum, the limit of credit not to exceed six months. On payment of the notes discounted for the national clearing house bank the 25 per cent. balance withheld to be repaid to the bank. This form of security is admitted as a safe basis for issuance of currency by France and Germany.

"This plan would give all the functions and advantages of a 'great central bank' without adding to the confusion of another kind of currency, and at the same time be free from political dictation or control."

Inside Workings of a Salvage Collection Concern.

The BULLETIN has for some time been calling the attention of its readers to the unwisdom of making contracts with so-called collection or adjustment agencies which demand a payment in advance. A man who has been on the inside, a former employe of one of these concerns, tells something about the methods which were employed by his company.

His story is interesting and indicates that the field workers are permitted to know nothing about the operations of their concern as far as its office management goes. He showed written instructions to field men which were in the form of an argument to obtain subscribers.

It appears that field men travel in pairs, one being known as the solicitor and one as a salvage auditor; that the solicitor gets the victim

interested, has him make out a list of claims over a year old, particularly those that are outlawed, takes them to the salvage auditor who lists the claims by years and then makes an arbitrary figure as to the amount guaranteed as salvage and an arbitrary designated investment to prosecute for three years, one-half of which the victim pays in advance for the service and the other half of which is presumed to be the company's investment in the same proposition.

It appears further that the agency in question had no schedule or basis of charges, its instructions being "to size up the man and estimate how much he can afford to pay," and he and the auditor make the amount to be paid in odd figures in order to give the victim no basis for re-calculating, and then double that amount for the gross investment, half of which the company is presumed to stand, the balance being paid in cash by the firm having accounts to collect.

The contract reserves the right on the part of the company to return all the claims, together with the amount advanced, at the end of six months and guarantees to recover a certain specified amount, usually from two to six times the amount of the investment. The contract appears to run for three years, but there is a reservation in it that, at the end of that time the agency at its option may extend the time in which it is allowed to make good its guarantee so that, in fact, the element of time is eliminated from the contract and the element of eternity introduced.

The verbal instructions given the field men were to endeavor to get letter-heads or other stationery from large concerns writing upon them letters commending the agency or sending them to the home office to have such letters written.

The agency has a superintendent as manager of field workers. The basis of division of the amount obtained upon a contract is 20 per cent. to the solicitor, 20 per cent. to the salvage auditor, 20 per cent. to somebody else and 40 per cent. to the superintendent, and it is presumed that he divides with the agency.

The contracts run all the way from a few dollars up to several hundred, and the field man told of one livery contract which was secured upon which the livery stable keeper paid \$750 cash. One pair working in the month of June cleared over \$900 apiece. The business is not confined to jobbers, but extends to professional men and retailers of all kinds; in fact, anybody who has any accounts outstanding, and who may have a few dollars to put up.

The Medical Credit Man.

A young physician, whose practice outside of an occasional examination for a life insurance company yielded to him but a meager income, accepted a position as credit man. In interviewing the first applicant for credit who was referred to him, he asked him the following questions:

1. When did you first begin to blow your own bazoo?
2. What was your weight in cash at that time?
3. Has your weight increased or decreased since then?
4. Have you ever exposed yourself to drafts?
5. Did you ever have a break, a burst or a bankruptcy?

After the interview had closed he soliloquized: "How strange! When, as medical examiner, I found sugar and albumen I felt constrained to decline the application; as credit man I am forced to arrive at an opposite conclusion on the same findings—'Sugar' in the profits, the business 'all booming'—O. K., Mr. Smith, glad to have your business; please send us your mail orders."

Successful Prosecution of Louis Silverstein of North Manchester, Ind.

Prior to the time of his failure in December, 1907, Louis Silverstein had been in business at North Manchester, Ind., for thirteen years. Mercantile agency statements made in February, 1907, showed his net worth to be about \$10,000, and his annual sales to run between \$15,000 and \$16,000. He had always taken advantage of discounts and bore a good reputation financially. At the time of his failure in December, 1907, he showed debts amounting to \$16,000, and assets of less than \$3,000.

Between August and December he paid his merchandise creditors less than \$300, although in that time he had been buying many thousand dollars worth of goods. December 17th a circular letter was sent to his creditors, through attorneys of Marion, Ind., offering 25c. on the dollar in settlement of debts, 15c. cash and 10c. in 60 days on secured paper.

The matter was at once taken up by Cleveland creditors through the adjustment bureau of the Cleveland association, and J. S. Davis, representing the Ohio Rubber Company, Cady-Iverson Shoe Company and the Cleveland Neckwear Company, left for Manchester the same day the letter was received. Upon arriving in Manchester Mr. Davis noticed a very flamboyant advertisement in one of the local papers headed, "Help! Help! Help! Bankers Want Help! Creditors Want Their Money! Come and Help Yourself!" and following this a long list of prices were quoted on footwear, clothing and dry-goods at less figures than the jobbers could buy them from the factory. On going to the store Mr. Davis found that Mr. Silverstein was absent from the city and his son was in charge. An informal meeting of the creditors was held in the afternoon at which it was decided to throw Silverstein into bankruptcy. Communication was opened with Fort Wayne in an endeavor to locate Judge Anderson, but it was found he was out of the state, and that it would be impossible to institute bankruptcy proceedings until Monday, this being Friday. It was felt by all that it would be very dangerous to leave the store open on Saturday as goods advertised at such slaughter prices would rapidly disappear. At the suggestion of Mr. Davis, in order to protect the creditors, attachment proceedings were issued and the sheriff placed in charge of the store that night. Upon his return the next morning Silverstein was thunderstruck to find the sheriff in complete possession.

A vigorous effort was at once instituted by the Cleveland Association of Credit Men to line up all the creditors and gain control of the estate with the result that the creditors from Cleveland, Cincinnati, Columbus, Chicago, Detroit and other points joined hands resolved to fight the case to a finish.

On January 11, 1908, Silverstein was adjudicated a bankrupt and his stock was appraised at about \$2,500. On March 19, 1908, the stock was sold to Max Bornstein, of Marion, Ind., an uncle of the bankrupt, for \$3,580, or about \$1,000 more than the appraised value.

The efforts of the Cleveland Adjustment Bureau, ably seconded by Harry A. Eberline, of Crowley Brothers, Detroit, secured the defeat of the receiver as trustee and John Isenbarger, of North Manchester, Ind., was elected trustee. Mr. Isenbarger proved to be the right man in the right place. With the assistance of Mr. Davis, who spent some time in North Manchester digging up evidence, considerable information was secured.

On February 1, 1908, at the first meeting of creditors in Wabash, Ind., Silverstein was cross-examined by Attorney Helfman, of Detroit, and stated under oath that he had not removed any of his goods from

his store to his house or to any other place; that he had never removed or concealed any of his stock belonging to his estate prior to the filing of the petition. Silverstein stated that he had borrowed sums aggregating about \$600 from a hatter in North Manchester. The attorney telephoned the employer of this hatter and learned that the man had been dead some six months and the local union had been obliged to bury him; furthermore, that he had never earned over \$9 per week. Cross-examination further developed that a few days prior to his failure Silverstein had visited Chicago and ordered a piano, lace curtains and other articles of furniture, to be sent to his home. He also invested very heavily in diamonds for his wife. Cross-examined he stated that a drummer, whose name he could not remember, had noted the gems and offered him considerably more than he paid for them and that he had sold them. Unfortunately he could not recall the man's name or whom he represented.

After the sale of the stock to Bornstein, Silverstein was placed in charge of the store by the purchaser and on several occasions was seen in the early hours of the morning carrying goods from his house to his store.

In April a search warrant was issued, and the town marshal of Manchester made a search of Silverstein's house. He found shoes, overalls, and other articles of merchandise which had previously been purchased by the bankrupt prior to his bankruptcy, and which had been concealed from his trustee.

In May the proof was submitted to the United States Grand Jury and Silverstein was indicted on two counts, the first for making a false oath in bankruptcy proceedings, and the second for concealing his assets, or goods belonging to the bankrupt's estate. His trial came off in December, 1908.

The jury were charged on December 11, 1908, and after an hour and a half of deliberation brought in a verdict of "guilty." Silverstein was sentenced to imprisonment for one year in the federal prison at Fort Leavenworth, Kansas.

This case illustrates what can be done by the creditors acting in conjunction with the adjustment bureau and is distinctly a victory for the bureau. It shows, however, that in order to make bureau work effective, a large amount of personal element must enter into prosecution. Mr. Davis, of the Ohio Rubber Company, gave unsparingly of his time in ascertaining that Silverstein had surreptitiously removed goods from his store, and he also made several trips to North Manchester in the interests of the case. His work, strongly backed by the Cleveland association's adjustment bureau, the trustee, Mr. Isenbarger, and the hard work done by Mr. Eberline, all tended to bring the case to a successful termination.

To secure prompt and honest administration of estates and punish the guilty where crime has been committed, it is necessary for creditors to act with a bureau and in this case we have a striking example of what personal effort will do as an aid to bureau organization.

The Illegal Trust Restrained from Collecting Debts Due It.

The United States Supreme Court has just handed down a decision with reference to the collection of debts by so-called trusts, which is likely to have considerable effect upon the credit extensions of such concerns.

The Continental Wall Paper Company sued Louis Voight & Sons' Company of Cincinnati on a debt amounting approximately to \$60,000,

the payment of which was resisted on the ground that the paper company is a trust, that it had been organized to conduct the business of the various wall paper factories of the United States, and that the defendants as jobbers in its products had been compelled to sign a cast-iron selling agreement on the threat that if they did not do so, no paper would be sold to them, which, of course, would make it impossible for them to continue in business. They argued that all these circumstances acted as a restraint of trade and contravened the Sherman Anti-Trust Law.

Voight & Sons' Company asserted that they had bought over \$200,000 worth of paper of the Continental company on which they had been charged 50 per cent. more than they would have been charged had there been competition, that they had paid the full value of the goods, the balance, for which suit was entered, being an excess exacted under an illegal agreement forced upon them by the wall paper trust.

The Continental company in effect admitted that it was a trust or combination in restraint of trade, and that the agreement under which the goods were sold was in pursuance of the purpose of that combination, but claimed that as the defendant was a party to the agreement, and under it had bought and received the goods, they should be compelled by the courts to pay the full amount agreed upon.

Judge Harlan in rendering the decision of the Supreme Court said that the Continental Wall Paper Company "seeks in legal effect the aid of the court to enforce a contract for the sale and purchase of goods which, it is admitted on the demurrer, was in fact and was intended by the parties to be based upon agreements that were and are essential parts of an illegal scheme." "If judgment were given to the plaintiff," he added, "the result would be to give the aid of the court in making effective the illegal agreements that constituted the forbidden combination." This, he declared, would be departing from the "statutory rule, long established in the jurisprudence both of this country and England, that a court will not lend its aid in any way to enforce or to realize the fruits of an agreement which appears to be tainted with illegality, although the result of applying that rule may sometimes be to shield a defendant who has got something for which, as between man and man, he ought perhaps to pay but for which he is unwilling to pay. In such cases the aid of the court is denied, not for the benefit of the defendant, but because public policy demands that it should be denied, without regard to the interests of individual parties." The fact that the defendant had knowledge of the illegal combination and its plans and was a party thereto, Justice Harlan said, must be "put out of view altogether when it is sought to have the assistance of the court in accomplishing ends forbidden by law."

In conclusion, Justice Harlan said:

"Upon the whole case and without further citation of authority, we adjudged upon the admitted facts that the combination represented by the plaintiff in this case, was illegal under the Anti-Trust Act of 1890, is to be taken as one intended, and which would have the effect directly, to restrain and monopolize trade among the several states and with foreign states; and that the plaintiff cannot have a judgment for the amount of the account sued on, because such a judgment would in effect be in aid of the execution of agreements constituting that illegal combination. We consequently hold that the Circuit Court of Appeals properly sustained the third defense in the case, and rightly dismissed the suit."

In this decision it will be noted that the equity in the case is of no

importance where the law is entirely clear and is based upon other adjudications as well as upon pure logic and reason.

It is only fair to say, however, that justly conducted trusts so-called which sell to willing buyers at reasonable profits are not concerned at all unless, as is quite improbable, the decision indicates a fixed intention upon the part of the court to construe the law against trusts without regard to their economic advantage or disadvantage to the community.

Some Practical Opinions Given by the Legal Bureau.

A member of the Association writing to the Legal Bureau outlines the conditions under which his corporation desires to sell goods in two states, Illinois and Louisiana, which under the laws are foreign so far as his corporation is concerned. This corporation had arrangements with brokers or selling agents in the above states by which they carry a line of samples, take orders, and forward them to the home office, which ships and bills to purchasers direct. There is no question as to the legality of this method, but the selling agents have made the request that the home office consign a stock of goods to them, have it warehoused in their respective cities in order that quick deliveries of small orders may be made from local stocks, such orders, however, to be invoiced direct from the home office and remittances to be sent to the same place. The consigned stocks are never to cease to be the property of the corporation.

This would make an excellent business arrangement, but the question is could the business be interpreted as interstate business and thus avoid the necessity of registration and taxation in the foreign states?

In response the Bureau says:

"The question is a very difficult one, and so far as can be ascertained, has never been directly decided by the courts of Illinois, Louisiana or the Supreme Court of the United States.

"The proposed transaction seems to be completed in the foreign states, the goods being there at the time the contract is made and the contract consummated by the delivery within the state. There is no question that this is a doing of business within the state for which the state might compel the corporation to pay a franchise or license tax.

"It has been repeatedly held that the sale of goods without the state by a foreign corporation through its agents, such goods being shipped direct to the purchaser from the home office, is not the doing of business within the foreign states, and should any state attempt to tax such a business, such tax would be declared void by the courts of the United States. When, however, the goods are within the foreign state before the sale, either in a warehouse or otherwise, and after their arrival, contracts of sale of them are made and delivery then made direct to the customer, a more difficult question arises, and various courts have answered the question in different ways. These decisions, it is impossible to reconcile.

"In Georgia, for instance, the courts have held that when a sale is made from goods already within the state, it is not interstate commerce, and in support of its decisions, the courts have cited numerous cases in the Supreme Court of the United States. In Texas, the courts have held that it is immaterial whether the property is within the state before the sale or whether it is brought in after and in consequence of the sale, citing numerous cases in the Supreme Court of the United States. None of the cases cited, however, bear out the contention of either of these courts, and, so far as is ascertained the case of the American Harrow Co. v. Shaffer, 68 Fed. Rep., p. 750, is the only case that has even been decided by a United States court, that covers the exact point at issue.

"In that case, the Harrow Company sent its goods into the state of Virginia in carload lots. Its agents thereupon took samples of these harrows in wagons, and traveled through the state soliciting orders for the harrows. Upon the sale of a harrow, delivery was made either from one of the samples on the truck, or from the harrows in storage in the state of Virginia. The court held that this was not interstate commerce, and the business was therefore taxable by the state of Virginia. This case was appealed to the Supreme Court of the United States, but the appeal was dismissed for want of jurisdiction.

"The Bureau's opinion is that upon the facts presented in the first paragraph of this article, the courts of Illinois and Louisiana, and the United States courts would hold that the company was doing business within the state of Illinois and Louisiana, that it was not interstate commerce, and was therefore taxable by those states.

"The case of the General Oil Co. v. Crain, 209 U. S. 211, while not deciding this point, holds that when property has once reached the destination of its first shipment and held there, not in necessary delay or accommodation to the means of transportation, it ceases to come under the head of interstate commerce.

"Many of the text writers have held that such a transaction constituted interstate commerce on the theory that an importer had a right to make a sale of the imported article, provided it were sold in the original package, and still be within the interstate commerce clause. It is difficult to find, however, that any of the cases cited by them have supported the theory set forth. The Bureau's opinion is based upon the authorities of the case of the Armour Packing Co. v. Lacy, 200 U. S. 226, which while not directly in point, seems to cover this inquiry.

"In that case the Packing Co. was incorporated in the state of New Jersey, had its principal office in Kansas, and shipped goods to five different points in North Carolina, where they were put in storage, and from there, sold pursuant to orders obtained subsequent to their original shipment. The Supreme Court of the United States held that this was not interstate commerce, and that the Packing Co. was subject to taxation in the state of North Carolina, on the theory that it was conducting business in that state. Mr. Chief Justice Fuller says at p. 233:

"If the business of the defendant was solely that of shipping food products into the state, consigned directly to purchasers on orders previously obtained, it is clear that this would be interstate commerce, and a tax laid by the state on such business would be illegal. But the defendant does a large business within the state, the selling of products already stored here on orders received after these products are thus stored. The tax is laid upon every meat packing house 'doing business within this state.' The evident meaning of the legislature is to tax the agency, 'doing business within this state,' and not to lay any tax upon the interstate commerce of shipping products into the state to be directly or indirectly delivered to purchasers whose orders were obtained before the goods were shipped."

Mr. Justice Brown, in a dissenting opinion at page 237, says:

"So if the tax were imposed upon manufacturers of carriages, and all the manufacturing were done in Chicago, and the carriages shipped into North Carolina and there sold, the defendant would be liable as a dealer in carriages, but certainly not as a manufacturer."

"However, to get upon solid ground the difficulty might be overcome by the corporation which has brought the question up selling its goods

to its agents in Illinois and Louisiana on credit, taking from them some sort of security that they would be paid for when sold."

Another member asks if real estate of a debtor in Pennsylvania may be levied upon by execution, if the real estate stands in the name of the husband and wife as joint tenants.

The Bureau says that "the Supreme Court has held in the case of *McCurdy & Ano v. Canning*, 64 Pa. 39, that if real estate be conveyed to a man and his wife, even as tenants in common, that they thereby become tenants by the entirety, which means that each one has a share in the undivided property, and that neither one's share may be attached or levied upon, for the reason that under this form of estate, the one surviving gets the entire estate. A creditor could therefore, probably, sell on execution his debtor's interest in the estate held by himself and his wife, and if the husband should survive the wife, the purchaser would get good title, but if he should predecease his wife, the purchaser would get nothing.

"Probably the shipment to the husband and wife in their joint names would not improve matters any, for the reason that the wife could very readily prove on a trial that she was not engaged in business, and did not order the goods. The Pennsylvania statutes have expressly allowed a married woman to conduct business in her own name and to contract debts therefor, just as if she were unmarried, but they have forbidden her to become surety, accommodation, endorser or maker or to guarantee the payment of the debt of another."

BEST LETTER WRITER IN LAND.

Champion Lives in Nebraska and Pays Bills by Indicting Epistles.

An Omaha daily says that the "banner letter writer of the United State lives in Nebraska. He is a modest man and does not parade his accomplishments, yet when he draws his pen across a piece of paper he gets results. He has hit upon what doubtless many a man would love to acquire, and that is a new and simple way of paying bills. He writes a letter to his creditor which wrings the creditor's heart and obtains for the debtor a letter containing his bill marked 'Paid in full.'

"This is no fiction. A prominent business house in Omaha had a bill of several hundred dollars against a man out in the state. The bill went unpaid in spite of several reminders. Finally the business house advised the debtor of its intention and plan to institute a lawsuit to enforce collection and here is his letter that won the receipt:

"Dear Sirs: I am sorry to say that I am unable to pay this at present, even if I thought that it was right for me to settle it. I do not think it is right, under the circumstances, to ask me to pay for it, as my successor should settle the bill.

"I want to say for your benefit and to save you time and trouble that it will do you no good to sue me and obtain judgment, as I am at present down and out, smashed, busted, demolished, in a state of razzanazzazza, etc., etc., ad infinitum, ad nauseum.

"In other words, I am judgment-proof, as I have several of these curious and interesting things hanging over me now unsatisfied. Since disposing of my business to Mr. — the world has put me through the ropes for a fare-thee-well. I have been sued, and sude and sooded and siouxed until my feelings are blunted, and I care about as much for a suit against me as an elephant does about a fly on his hide.

"Just at present my landlord is taking a whack at me for non-payment of rent, and as my total assets at present consist of a pleasing personality and about \$6.23, you have three guesses (3) as to my finish. (Please omit flowers.)

“‘However (please pardon me for the foregoing tale of woe), you know, the poet says, ‘You can’t keep a good man down all the time,’ and as I have a brave and manly heart, I shall endeavor to keep on trying to retrieve (isn’t that a peach of a word—retrieve?) my fallen fortunes, and if that peevish and disgruntled individual, to-wit, Mr. —, doesn’t pay you, I will— (not yet but soon). Very gratefully yours, (Signed) _____.’”

Striking Paragraphs Regarding Fire Waste.

In his address before the Buffalo Credit Men’s Association, delivered recently. W. H. Merrill, secretary of the National Fire Protective Association, quoted from a Boston *Herald* editorial the following, written immediately after the Chelsea conflagration. Every member of the association should see that the lesson which the editorial aims to teach, sinks deeply into his mind because the conditions which are here exposed the business men of the country are absolutely responsible for.

“A net loss from business failures in the United States of two hundred and fifty-two million dollars in a year would create a panic. A decrease in the value of all of the agricultural products of the country for a year amounting to two hundred and fifty-two million dollars would lessen the purchasing power of the people and handicap all industry and commerce. Carelessness which would result in the loss of a quarter of a billion dollars from the United States Treasury would be a crime inconceivable. But the losses by fire in the United States during the past four years have averaged two hundred and fifty-two million dollars each twelve months, and the daily record of fires continues without receiving special consideration, except as they may be some startling features that attract passing interest. A great conflagration startles the people and rouses them to some inquiry as to the causes and preventives. Public sentiment in the mass is stirred and legislative bodies respond with statutes and ordinances of salutary intent. But the fires still continue. There is little diminution of the monthly record of loss. The minor fires are as numerous as ever and the greater losses come with startling regularity. Fifty per cent. of these fires are due to carelessness. The Americans, showing the virtue of vigilance as a mass, are not heeding the warning as individuals.

“What are the conditions that exist in the average American city? Chelsea was swept by fire because for years after it had been warned of the danger of its ‘rag district’ it tolerated the timber box, which, once fired, created a blaze which no apparatus could quench. Unkempt dumps, piles of tinder, fire traps exist in other cities and invite the conflagration fiend, but people refuse to recognize the danger. The lack of individual responsibility is even more marked than is the absence of thoughtful and careful public opinion. The cigarette butt is still snapped away without regard to where it may light. The match is thrown down carelessly or its snapping head allowed to lie untouched until some boot heel may crush and ignite it. Men still hunt gas leaks with matches, women pour oil on fires to brighten the flames, money is wasted in cheap construction under the pretense of saving it. In scores of ways individual carelessness and recklessness aid the fire fiend.

“Conservation is the problem of the future. Man’s resources are exhaustible. The discovery of new resources and new forces is not endless. Man must learn to save and make the most of what he has. Waste must be stopped. It is the problem of life. To save health and strength for the later years of activity; to save money and goods for the time of

famine; to save forests against the time of vanishing timber supply. Waste is the evil of the day. Conservation is the virtue of the future. The preventable waste of 50 per cent. of two hundred and fifty-two million dollars a year is a national folly. It is worse: it is a national disgrace."

COMMERCIAL PAPER IN BANKING.

FROM NEW YORK JOURNAL OF COMMERCE.

The National Banking law, in restricting liabilities to any person, firm or corporation "for money borrowed," to 10 per cent. of capital and surplus, but not exceeding 30 per cent. of capital stock, makes the proviso that "the discount of bills of exchange drawn in good faith against actually existing values, and the discount of commercial or business paper actually owned by the person negotiating the same, shall not be considered as money borrowed." The present Comptroller of the Currency has been seeking to induce the Monetary Commission to recommend bringing the discount of commercial paper within the limitation upon loans to a single customer. This, it is said, "has been urged on the general ground that it is just as essential to the safety of a bank and the security of the creditors that the discount of commercial paper and bills of exchange be kept within prudent limits, as it is to restrict the amount of a loan that may be made to any one person or interest," while at present "the security of the depositor is left entirely to the judgment and discretion of the executive officers of the bank."

This indicates an inadequate conception of the true function of a commercial bank and an exaggerated conception of the function of official supervision. There is a wide distinction between "money borrowed," in the ordinary sense of the term and on ordinary security, and money advanced by the discount of bills of exchange and commercial paper representing actual values in process of transfer upon which the bank has a direct lien. The bank advances the money against merchandise to which it holds title until the bill of exchange is collected or the commercial paper matures and is paid. The value is virtually turned over to it and kept within its control until the proceeds are realized and the debt liquidated. By far the most important function of banking is facilitating the process of commercial exchange of commodities in the continuous transactions of business. The exercise of this function must of necessity be left to the judgment and discretion of bank officers, subject to legal obligations which should be so clearly defined and so strictly enforced as to compel the observance of prudence. It cannot safely be subjected to interference and interruption, and it is beyond the reach of effective official supervision in its details. All banking must presume a high standard of judgment, discretion and honor, and everything possible should be done to elevate and maintain that standard, but it cannot be concentrated in an officer of the government at Washington.

In the great center of the world's commercial exchanges, the city of London, there is an enormous volume of "bills," all the time undergoing the process of discount, of acceptance and of collection, and scores of banks and banking houses are engaged in it without any legal limitation or restriction, and without these agencies the operations of commerce would be paralyzed. There is a high standard of banking in that center, and credit and confidence rest mainly upon character and reputation, which are subject to sleepless vigilance.

Confidence so buttressed must be the ultimate foundation of all successful business and it needs to be fostered in every possible way. But it cannot be created by legislation or inspired by official supervision. If men are held strictly to account and made responsible for all failure to meet their obligations and liabilities, the standard of their conduct will be raised by the force of necessity. They cannot get on without observing the rules which make business safe.

The weakness of our banking system lies in the great multitude of small institutions scattered over the whole expanse of the country, each independent of the others and of any organization for mutual restraint. It is in wide contrast with those foreign systems in which there are large institutions with branches and agencies for diffusing their capital and their credit for the service of commerce. With nearly 7,000 national banks and a still larger number of banking institutions not subject to national authority, it is not possible to insure competency, prudence and honesty in their management, but the least of their perils lies in the exercise of the function of discounting commercial paper. If with such a system it is difficult to secure in adequate measure the capacity and character requisite for sound and safe banking and to maintain the standard which will command universal confidence, it is more than difficult, it is absolutely impossible, to supply the deficiency through official regulation and supervision by a bureau of the Treasury Department at Washington. The Comptroller of the Currency cannot with safety to business or to his own office undertake to direct the vast machinery by which the web of commercial transactions is being constantly woven and wound up.

Woe Is Me!

My head is bent in silent grief,
Like rain the sad tears fall,
Such earthly woe is past belief—
My last year's coat 's too small.

DON. CAMERON SHAFER.

An Appreciation.

In discussing the quiet and steady recovery from the recent financial disturbance which characterized 1908 and makes this panic and subsequent readjustment stand out in contrast to previous like periods, a commercial journal has this to say:

"The effect of these world-wide influences has, of course, been felt in connection with our business disturbance. That particular influence of which the National Association of Credit Men is the chief factor, which has gradually established a new and heretofore unheard-of relation between the debtor and creditor classes, has probably had more to do with affecting the results of and the recovery from the panic than any other.

"We do not here refer to statutory enactments secured by this powerful organization, such as the bankruptcy act, the bulk sales law, etc., far reaching and beneficial as these acts are, but rather to the spirit of the organization which lies back of these laws and their enforcement, and which made them possible. It goes beyond the spirit of live and let live, in that it proposes to help others to live."

Can You Assist in Locating These Debtors?

Information is wanted regarding Homer F. Fort, recently of Kansas City, Missouri, said to be now somewhere in Minnesota;

M. I. Mouse or B. L. Mouse, formerly of West Virginia. Mouse is said to have been traced to Stetler, Canada, then to Wilzetta, Oklahoma;

Herbert G. Hand, sometimes known as Glen Hand, formerly in implement business at Higgins, Texas;

J. W. Rankin, formerly of Poindexter, Kentucky;

J. J. Cohen, formerly in business at 269 Pearl Street, New York City;

James P. Baldwin, formerly of 66 Lake Street, Chicago;

Jacob F. Lewis, formerly doing business on the Metropolitan Fuel and Transfer Co., at St. Paul, Minnesota.

LOSSES ON TIME SALES.

BY ERNST TROY BEFORE THE CINCINNATI CREDIT MEN'S ASSOCIATION.

The value of the services of the credit man is measured by his ability and success in keeping down losses from bad debts to the lowest percentage. It is not difficult to do this if he declines every bill where the purchaser is not considered "gilt edged," or if he closes every account which does not prove entirely satisfactory, but this does not produce the best results because we must do business to make money.

The question has, therefore, occurred to me: Why should there be any losses at all, why *any* curtailment of sales? Why should credit men ponder over statements, commercial agency reports and the like, chewing their pencils and scratching their heads in trying to determine whether to ship a bill or not, and finally, unable to decide, search their pockets for a copper to toss up while they mutter the mystic words: "heads," "I take a chance;" "tails," "maybe I dance to the tune of ten cents on the dollar?" Why should any firm be expected to trust out its goods and run the risk of a loss? Does it not give value in the goods sold? Not only *does* it give value, but it also extends *credit* to the purchaser and enables him to sell them with profit, often before the bill becomes payable. Then why should the firm not be protected and secured to the end that the bill will be paid when it falls due? If it asks security, what answer does it get? "Investigate us, and if you do not find us worthy of credit, keep your goods." True, most merchants do pay their honest debts; but what of the incompetent, careless, reckless merchants who either overbuy or trust out their goods promiscuously, or those who gamble or live extravagantly, or those who loot their stores, converting their goods into cash "lining their pockets," and leaving their creditors to "hold the bag?" Is it right, is it just that you should lose money on account of their mismanagement or misdeeds? Certainly not! You are entitled to your money and must be paid. Therefore, I advocate that you cause a bill to be introduced into Congress which shall be entitled: "*A bill to guarantee the payment of time sales.*"

This bill should provide that all losses on time sales shall be assessed on and be borne by the entire business community! Of course, the careful, conservative business houses which have well organized credit departments will be fighting this bill, because they would have to stand for the losses from bad debts made by those houses which are less cautious, but that makes no difference; if you can succeed in pushing the bill through Congress, "the other fellows" will soon be in the minority. There being no restriction on credit, that is to say no danger in trusting any—and everybody, the volume of business would be doubled

and tripled. Now, I do not claim originality in promulgating this principle, but its justice and equity should appeal to you all!

I feel the brain-storm gradually subsiding and will crave your indulgence for a few saner remarks. Losses on time sales cannot be entirely avoided; at least *excessive* losses can.

When a competent, conscientious and painstaking credit man, after availing himself of every source of information that is calculated to throw light on the antecedents, character and financial strength of an applicant for credit has come to the conclusion to take him into the fold of his customers, he has done all that he can do, and should a failure occur and loss result, no blame can attach to him and losses of this kind hardly ever exceed what must be considered unavoidable losses. But, if an account has become due and he fails to collect promptly and by reason of his tardiness figures in a failure, then he has added to the sum of *excessive* losses for which he cannot claim to be excused.

Time is an element of risk. Therefore, the shorter the time, the smaller the risk. Numerous things can happen within the short space of a month that may bring about the insolvency of a merchant who before that time was fully able to meet his obligations—a fire, a cyclone, unfavorable weather destroying crops, sickness, death are all natural events that may produce such a condition. Therefore, prompt collection should be one of the main aims to which the credit man should direct his attention. It has been my experience, extending over forty years, that most of our heavy losses were due to long time credits and dilatory collecting. When you have filled an order according to its terms, you have performed your part of the contract and it remains for your customer to fulfill his part by paying for the goods at maturity. He has no right to a claim for further time. Circumstances may justify him in asking further time as a favor, but when he asks this favor you should in every case insist on part payment of the account, and this being refused, at once take steps to enforce collection, for in nine cases out of ten it will be found that a merchant who, when a bill falls due, is not in a position to pay any part of it, is fast approaching insolvency and you may be sure that he is not only putting *you* off, but that he is putting off every one of his creditors for the purpose of gaining time to convert his goods into cash which he holds for purposes other than the payment of his debts. Hence, I advise you that whenever you have a past-due account, by all means insist on part payment, or should your debtor appeal to you for extension of the whole account because he considers you his "main house" or his "friend" and wants to pay other more pressing creditors, or because he thinks you can better *afford* to carry him, or are more willing to assist him, then, and in that case, if he makes a satisfactory showing in support of the favor he asks, demand and insist on security, because he is either paying other more pressing creditors, thus preferring them to you, or, what is more likely, is paying none. A merchant may occasionally overbuy a little or be disappointed in his sales and in consequence thereof be unable to pay his bills at maturity. If in this case he distributes his receipts *pro rata* among his creditors, none will press him, but beware of those who, after you have sent statement after statement, attempt to stay you off with an excuse without making any payment.

A Little Beyond the Association's Scope.

The National office is in receipt of a letter asking if the National Association of Credit Men will not set the writer up in business. The secretary will be glad to receive advice as to how to answer this request:

Lithonia, Ga., Feb. 2, 1909.

Mr. Charles E. Meek.

Dear Sir: As I am goin in to the Mercantile business and I Just hapened to get holt of one old book and seen your name as Secretary treasurer of the National Association I am Green to that and ask you to tell me how to Join that as to be able to get myself started in business I am President of a Asso. of Men that is goin' to turn the Money in to A Grocerie Store if I can learn from you how I can do I am not on to this kind of business but I hope you will tell me in your answer how or What I Must do I am yours truly

L. B. ALLEN.

Box 46 Lithonia, Ga.

Draft of Proposed Law to Prevent the Using of a False Statement to Obtain Credit.

Below is printed an act, drafted under the direction of the Committee on Credit Information of the American Bankers' Association, providing for the severe punishment of any person who individually or as a representative of a corporation is convicted of obtaining money for himself or for such corporation by means of a false statement signed by him.

Obtaining money on false pretences has long been a statutory crime, and believing there is no difference in principle or general effect between that and obtaining *credit* on false pretences because the great bulk of transactions are effected by the use of credit, the American Bankers' Association has resolved to extend the application of the principle to credit transactions by introducing the bill into all states.

Briefly the act contemplates making it a misdemeanor or felony punishable by fine or imprisonment or both, to make false statements in writing as to financial condition for the purpose of procuring a loan or credit; or, having previously made or having knowledge that another has made such statement, to procure a loan or credit on faith of such statement; or to deliver such statement to a note broker or other agent for the purpose of furthering the sale, pledge or negotiation of any note or other instrument of credit; or finally, having previously delivered or having knowledge that another has delivered such statement to a note broker or other agent, to use it for the purpose of securing the sale or negotiation of a note or other instrument of credit.

As has been ably said, "It is often necessary to make legally criminal such acts as are acknowledged to be morally criminal in order to induce people to make them socially criminal, or treat their perpetrators according to their deserts."

The following is the text of the proposed law:

"AN ACT to punish the making or use of false statements to obtain credit.

Be it enacted, etc.

Any person who, either individually or in a representative capacity

(1) shall knowingly make a false statement in writing to any person, firm or corporation engaged in banking or other business respecting his own financial condition or the financial condition of any firm or corporation with which he is connected as member, director, officer, employe or agent, for the purpose of procuring a loan, or credit in any form or an extension of credit from the person, firm or corporation to whom such false statement is made, either for his own use or for the use of the firm or corporation with which he is connected as aforesaid, or

(2) having previously made, or having knowledge that another has previously made, a statement in writing to any person, firm or corporation engaged in banking or other business respecting his own financial condition or the financial condition of any firm or corporation with which he is connected as aforesaid, shall afterwards procure on faith of such statement from the person, firm or corporation to whom such previous statement has been made, either for his own use or for the use of the

firm or corporation with which he is so connected, a loan or credit in any form, or an extension of credit, knowing at the time of such procuring, that such previously made statement is in any material particular false, with respect to the present financial condition of himself or of the firm or corporation with which he is so connected, or

(3) shall deliver to any notebroker or other agent for the sale or negotiation of commercial paper any statement in writing, knowing the same to be false, respecting his own financial condition or the financial condition of any firm or corporation with which he is connected as aforesaid, for the purpose of having such statement used in furtherance of the sale, pledge or negotiation of any note, bill or other instrument for the payment of money made, or indorsed or accepted, or owned in whole or in part, by him individually or by the firm or corporation with which he is so connected, or

(4) having previously delivered, or having knowledge that another has previously delivered to any notebroker or other agent for the sale or negotiation of commercial paper, a statement in writing respecting his own financial condition, or the financial condition of any firm or corporation with which he is connected as aforesaid, shall afterwards deliver to such notebroker or other agent for the purpose of sale, pledge or negotiation on faith of such statement, any note, bill or other instrument for the payment of money made, or indorsed, or accepted, or owned in whole or in part, by himself individually or by the firm or corporation with which he is so connected, knowing at the time that such previously delivered statement is in any material particular false, as to the present financial condition of himself or of such firm or corporation, shall be guilty of (felony or misdemeanor) and punishable by fine not exceeding one thousand dollars or imprisonment not exceeding five years, or both."

THE BEGINNINGS OF THE NATIONAL ASSOCIATION OF CREDIT MEN.

A PAPER READ BY THE FIRST SECRETARY-TREASURER BEFORE THE CREDIT MEN'S ASSOCIATIONS OF MINNEAPOLIS AND ST. PAUL.

When the announcement was made that there would be a joint meeting of the St. Paul and Minneapolis Credit Men's Associations to greet and entertain F. M. Gettys, the honored president of the National Association, I commenced nosing around among the mass of literature in my possession and unearthed much that will be of interest regarding those who took an active part in that preliminary work which lead to the organization of the National Association. The information will be prized as well by those who did not have the opportunity of attending the first conventions or of reading the "Lawyer and Credit Man," then the medium through which credit men expressed their views upon matters affecting the granting of credit and the necessity of organization.

A "Congress on Credits, Collections, and Failures" was called by Mr. Bonney, president of the World's Fair Congress Auxiliary and P. R. Earling whose book "Whom to Trust" no doubt is in the library of most credit men. This congress was held in Chicago on June 24, 1893, the World's Fair being then in progress. This was the first meeting of credit men ever held. In their address calling the convention Messrs. Bonney and Earling said: "It is hoped that this congress may be the means of laying the foundation for permanently organized effort for better regulation of mercantile credits in the future." The congress was attended by a very limited number of credit men and some advertised addresses were not delivered. The reason given for the small number present, was that the severe financial panic then at its height prevented a large attendance. Credit men had their hands full at home.

Nothing further was done along the lines of organization until June, 1894, when a meeting was called by the Commercial Club of Sioux City,

Iowa, by request of a few of the credit men of that city. That meeting resulted in the organization of the "Sioux City Bureau of Credits." I believe I am safe in saying that it was the first organization of credit men, as such, that was ever formed. September 22, 1894, the Chicago Credit Men's Association was formed which was followed by others, notably the New Orleans Credit Men's Association. In the meantime through the "Lawyer and Credit Man" the agitation for a national association continued until June, 1896, when a call was made for a convention for organization purposes. The meeting was held at Toledo, Ohio, on June 23, 24 and 25, 1896, and was attended by a handful of men, who launched the association which is now composed of over ten thousand members and rapidly growing, an association which has become a power in the matter of legislation and the regulation of the extension of credit.

At that meeting W. H. Preston, of Sioux City, was elected president; M. E. Bannin, of New York, vice-president, and T. H. Green (then of Sioux City), secretary and treasurer, so that for a while Sioux City was nearly the whole thing.

The executive committee was instructed to engage a permanent secretary and F. R. Boocock, of New York, was selected and remained its efficient secretary for several years. I remained its treasurer until my removal to Minneapolis in 1901. B. G. McMechen, of Toledo, that genial whole-souled gentleman whom we all loved and respected was elected temporary chairman. In his address he stated that the main purpose of calling the convention was to organize a National Association which should have for its objects:

- 1.—The better protection of our credits.
- 2.—The reduction of losses from bad debts.
- 3.—The prevention of fraud and injustice to creditors.
- 4.—The prosecution and punishment of fraud.
- 5.—The reformation and improvement of our collection laws.
- 6.—The improvement of our commercial reporting system.
- 7.—The improvement of collection methods.
- 8.—The improvement of the present method of handling bankrupt estates, etc.

These objects are still adhered to. To these I believe the Association can add no higher object than that of reforming our present monetary system, a patch work of finance, which Andrew Carnegie characterizes as the "Worst Banking System in the World."

The address of welcome was delivered by Guy C. Major, Mayor of Toledo, and was responded to by M. E. Bannin, of New York, T. J. Ferguson, of New Orleans, and W. H. Taylor, of Kansas City. Among other addresses was one made by J. A. Vibert, of Montreal. In the course of Mr. Vibert's address he gave utterance to the following prediction:

"It seems to me, sir, that our Creator has placed us side by side to grow together as brothers, and to demonstrate to all the world that it is possible for two nations, governed by different rulers and flying different flags, to live in harmony, without large standing armies ready to fly at each other's throats. I venture to predict that the time will never come when the two great English speaking nations shall war with each other; but if ever found necessary to call their armies together, it will be to fight side by side and shoulder to shoulder against some common enemy of freedom and humanity."

This prediction was so heartily appreciated that at the next annual convention, leaflets were distributed headed with the American flag and

the words "A prophecy that promises to be fulfilled" followed by the words of the prediction and "America," which was sung at the close of the convention. We of the Northwest are especially pleased that nothing has occurred to render that prediction untrue and we live in hopes that some day, somehow they on the north of us will be with and of us.

One of the paragraphs of my address at the banquet strikes me as being applicable to-day as it was then: "The virtues, accomplishments and success of the credit man are never heralded from the housetop, but his mistakes and failures are known and commented upon by all, from the irrepressible office boy to the head of the firm and the entire list of competitors of his house. He gets credit for none of his fine plays, his foresight and judicious discrimination pass unheeded and unnoticed, but his slightest mistake stands out in bold relief, apparent to the most unobserving. His days are days of tribulation and trouble and his nights are nights of unrest."

The speech of the evening was made by W. C. Sprague, of Detroit, I think all of you will appreciate the following from his address:

"At the age of sixteen I was a lawyer's clerk and my business was to make up lawyer's reports on the merchants of my town for Dun and Bradstreet. That I did it well is evidenced by the fact that no merchant in my town ever failed—to get all the goods he wanted while I was doing the guessing. Then for four years I studied Greek and trigonometry to prepare myself as a lawyer, the better to tell credit men whom to trust. Then, as lawyer for eight years, I did free reporting in return for worthless collections, and I was satisfied in the knowledge that the reports I gave were as good as the collections I received. In the eight years I made over two thousand mercantile reports, received \$2.44 in money therefor, 223 postage stamps (23 of which stuck so close to the paper that I could not use them), three votes of thanks from inexperienced credit men, who had not learned their business, and so many kicks that I early lost the count. And after all my education in Greek, not a single request was made for a report in that language. My reports were always scholarly, but they were no good."

Minneapolis was represented by F. F. Towle. That he did his work well is evidenced by the fact that he gave all the patronage at his command to his friends in Minneapolis. He was elected a member of the Executive Committee. He placed E. J. Fisher on the Legislative Committee, J. F. Jordan on the Membership Committee, Geo. H. Partridge on the Credit Department Methods Committee, John A. Lucy on the Investigation Committee and named himself as state Vice-President. For some reason or other he ignored St. Paul, possibly because Minneapolis and St. Paul had not then as they have since gotten together.

In the November, 1895, "Lawyer and Credit Man" I find an article from our friend F. J. Hopkins, one of several he wrote from time to time. It is a good one. In it he said: "Credit men as a rule do not engage in undertakings that fail, are impractical, or die of their own cumbersome weight. I do not wish to be considered slow for I am yet too young and our atmosphere does not permit anything of the kind, but it seems to me that a neat organization should be the outgrowth of local bodies which cannot fail to see the necessity and usefulness of such an Association."

Among several articles I contributed from time to time to the same periodical I find one in the January, 1896, number outlining a "Plan for Local Associations." It included a plan for "A Reciprocal Reporting Bureau," which ten years later,—it having been put up to me to make a start—was put into successful operation in the Twin Cities and with it

an "Adjustment Bureau," which is destined to be the most important undertaking the two associations have ever engaged in and which fully carries out one of the eight objects of the National Association, "The improvement of methods of handling bankrupt estates."

While the first meeting of the National Association was held in Toledo, that city did not organize a local association until ten years later. From the small beginning made in 1896 a mighty structure has arisen, and Mr. Gettys, our guest, is to be congratulated and may well be proud that he is at the helm of one of the most important financial organizations in the world.

Supreme Court of Connecticut Affirms the Constitutionality of the Bulk Sales Law.

In a decision in which the constitutionality of the bulk sales law of that state was the clearly defined issue, the Supreme Court of Errors of Connecticut has sustained the law. As the court said the question at issue was whether the law as upon the statute books of Connecticut is repugnant to the fourteenth amendment to the Constitution of the United States because wanting in due process of law and denying the equal protection of the law.

In upholding the validity of the statute the court "decided that the subject with which it dealt was within the police power of the state, as the statute alone sought to regulate the manner of disposing of a stock in trade outside of the regular course of business by methods which, if uncontrolled, were often resorted to for the consummation of fraud to the injury of innocent creditors. In considering whether the requirements of the statute were so onerous and restricted as to be repugnant to the fourteenth amendment the court said:

'It does not seem to us, either from a consideration of the requirements themselves of the act, or of the facts of the case before us, that the restrictions placed by the legislature upon sales of the kind in question are such as will cause such serious inconvenience to those affected by them as will amount to an unconstitutional deprivation of property. A retail dealer who owes no debts may lawfully sell his entire stock without giving the required notice. One who is indebted may make a valid sale without such notice, by paying his debts, even after the sale is made. Insolvent and fraudulent vendors are those who will be chiefly affected by the act, and it is for the protection of creditors against sales by them of their entire stock at a single transaction and not in the regular course of business, that its provisions are aimed. It is, of course, possible that an honest and solvent retail dealer might in consequence of the required notice before the sale, lose an opportunity of selling his business, or suffer some loss from the delay of a sale occasioned by the giving of such notice. But 'a possible application to extreme cases' is not the test of reasonableness of public rules of regulation. 'The essential quality of the police power as a governmental agency is that it imposes upon persons and property burdens designed to promote the safety and welfare of the general public.'"

The court further said regarding those cases where courts of last resort in certain states had declared like laws invalid it was apparent that these opinions were based on the fact that the statutes in question contained conditions of a much more onerous and restricted character than found in the Connecticut statute.

In connection with any other case coming under the bulk sales laws of other states, which may hereafter be appealed to the Supreme Court of the United States we may expect that that court will sustain such laws so far as constitutionality is concerned, except where a distinction may be made based upon unusual provisions of punishment or complicated requirements constituting an unnecessary burden. In Connecticut the law did not require the sending of notice to all creditors of the proposed sale but the recording in the town clerk's office of the notice of the seller's intention describing in general terms the property and the conditions of the sale and the parties thereto but a reading of the above opinion would not lead to the conclusion that the court would have made a distinction between the requirement for recording as in Connecticut and the requirement to mail a notice to all creditors as in certain other states.

The Connecticut decision is of especial value to credit men coming as it does just before the first case of an infraction of the bulk sales law is to be argued before the Supreme Court of the United States. The BULLETIN has referred in previous issues to an appeal from the Michigan law which has been taken to that court, where the exact principal that the Connecticut court has so clearly pronounced, will have to be finally passed upon. The opinion of the latter court will strengthen greatly the defense of the bulk sales law in the case which is about to go to the United States Supreme Court.

FIRE INSURANCE.

A PAPER READ BEFORE THE NEW YORK CREDIT MEN'S ASSOCIATION, BY
WILLIAM B. ELLISON, ESQ.

The necessity of insurance against fire requires no argument before a body of business men. A better understanding, however, of the insurance contract is advisable.

The ordinary business man will, with great care, peruse and consider and even take the advice of counsel on almost every ordinary contract, and yet, when it comes to protecting himself against a loss by fire, which may be a loss of all that he possesses, he accepts his policies and files them away, with little or no real knowledge or consideration of their contents. And this want of care has been the cause very largely of the vast amount of litigation had between the insurer and the insured.

It is under these circumstances that this paper is offered, with the hope that it may in some degree at least prove an aid to both insurer and insured in their efforts to perform the reciprocal obligations that usually exist between them under what is known as the "Standard" form of policy in force under the laws of the State of New York.

SOME ACTS OR OMISSIONS THAT MAY RENDER THE POLICY VOID.

1. If the insured has concealed or misrepresented any material fact or circumstance concerning the property insured;
2. If the interest of the insured in the property is not truly stated;
3. If the insured be guilty of any fraud or false swearing in any matter relating to the insurance;
4. If the insured has or thereafter procures any other insurance;
5. If the property insured is a manufacturing establishment, and it be operated in whole or in part at night later than ten o'clock, or if it cease to be operated more than ten consecutive days;
6. If the hazard be increased by any means within the control or knowledge of the insured;

7. If mechanics be employed in altering or repairing the premises for more than fifteen days at any one time;

8. If the interest of the insured be other than unconditional and sole ownership;

9. If the property insured is a building on ground not owned by the insured in fee simple;

10. If the property insured is personal property and it is or becomes encumbered by a chattel mortgage;

11. If, with the knowledge of the insured, foreclosure proceedings be commenced, or notice be given of sale of any of the property insured by virtue of any mortgage or trust deed;

12. If any change, other than by death, take place in the interest, title or possession of the property insured (except change of occupants without increase of hazard);

13. If the policy be assigned before a loss occur;

14. If illuminating gas or vapor be generated in the building (or adjacent thereto) for use therein;

15. If (any usage or custom of the trade to the contrary notwithstanding) there be kept, used, or allowed on the premises, benzine, benzole, dynamite, ether, fireworks, gasoline, Greek fire, gunpowder exceeding twenty-five pounds in quantity, naphtha, nitro-glycerine or other explosives, phosphorus, petroleum or any of its products of greater inflammability than kerosene oil of the United States standard;

16. If the building described, whether intended for occupancy by the owner or a tenant be or become vacant or unoccupied and remain so for ten days.

The breach of any of the above conditions renders the policy absolutely void, unless the insurer (1) issues the policy with knowledge of the existence of that which is prohibited; or (2) consents thereto in writing; or (3) with knowledge thereof, waives the same.

The law is well-settled in this state, and, in fact, in most of the states, that knowledge by the insurer at the time of issuing the policy of the existence of that which, under its terms, would avoid it, estops the insurer from availing himself of the breach in question as a defence. This proposition may be illustrated by the insurer issuing a policy with notice that foreclosure proceedings are then pending. A policy issued without such notice, would be void under its terms, which expressly provide therefor. The Courts have, however, held that where, with such knowledge, the insurer issues its policy, it must be deemed to be estopped from urging such foreclosure proceedings as a defence. Even after the insurer learns of some occurrence that would entitle it to avoid the policy—for instance, should it learn, after the policy had been issued, of the pendency of such foreclosure proceedings, as we have referred to, the insurer may even then waive the breach of the policy. What facts create a waiver are well stated in a recent case in the New York Court of Appeals, where the Court held that:

"The insured must have been misled by some act of the insurer, or it must, after knowledge of the breach, have done something which could only be done by virtue of the policy, or have required something of the insured which he was bound to do only under a valid policy, or have exercised a right which it had only by virtue of such policy. Such an estoppel or waiver must be established by the person claiming it, by a preponderance of evidence, and neither an estoppel nor a waiver of the breach of a condition after forfeiture can be inferred from mere silence or inaction."

UNLESS SPECIALLY MENTIONED, THE FOLLOWING PROPERTY IS NOT, AS A RULE, COVERED BY THE POLICY.

1. Accounts, bills, currency, deeds, evidences of debt, money, notes or securities;
2. Awnings, bullion, casts, curiosities, drawings, dies, implements, tools, jewels, manuscripts, medals, models, patterns, sculptures, pictures or scientific apparatus;
3. Store or office furniture or fixtures or signs;
4. Property held on storage or for repair;
5. Loss caused by interruption of business;
6. Loss caused by the neglect of the insured to use all reasonable means to save and preserve the property at and after a fire or when the property is endangered by fire in neighboring premises;
7. Loss caused by explosion or lightning, unless fire ensue, then the insurer will be liable for the damage caused by fire only;
8. Loss caused by a building falling, unless as the result of fire.

IF A FIRE OCCUR, THEN IT IS THE DUTY OF THE INSURED TO PERFORM THE FOLLOWING CONDITIONS.

1. Give immediate notice of loss in writing to each of the insurers;
2. Protect the property from further damage;
3. Separate the damaged and undamaged personal property and put it in the best possible order;
4. Make a complete inventory of the property, stating quantity and cost of each article and the amount claimed thereon;
5. Within sixty days after the fire render a statement (commonly called a "proof of loss") to each insurer, signed and sworn to by the insured.

ADJUSTMENT OF THE LOSS.

Almost all policies now contain provisions for the adjustment of a loss by appraisal in case of differences between the insured and the insurer.

The usual provision provides that, in the event of disagreement as to the amount of loss, the same shall be ascertained by two competent and disinterested appraisers, the insured and the insurer each selecting one, and the two so chosen shall first select a competent and disinterested umpire. The appraisers together shall then estimate and appraise the loss, stating separately sound value and damage, and, failing to agree, shall then submit their differences to the umpire. An award in writing by any two shall determine the amount of such loss. The insured and insurer shall bear equally the expense of the appraisal and the umpire.

In connection with the appraisal, the ordinary policy provides, as does the appraisal agreement, that nothing connected therewith shall be deemed a waiver of any prior breach of a condition of the policy.

(This paper will be continued in succeeding issues.)

ASSOCIATION NOTES.

Atlanta.

At the third quarterly meeting of the Credit Men's Association of Atlanta held in the Chamber of Commerce rooms, the following were the principal speakers: Mayor Robert F. Maddox, on "The Commercial Future of Atlanta." Hon. Harvie Jordan, on "The Interdependence of Cotton and Commerce to the South." H. E. Choate, on "The Sherley Bill to Amend the Present Bankruptcy Law," and Ralph Rosenbaum, on "The Information Bureau."

Boston.

The Boston Credit Men's Association held its twelfth annual meeting January 22d, entertaining Francis M. Gettys, president of the National Association of Credit Men, Charles E. Meek, the secretary-treasurer, O. G. Fessenden of New York, one of the directors, and James Monroe Olmstead of Boston, referee in bankruptcy.

President Graves made the opening address bringing out the good which the association had done in overcoming the "secretiveness which was formerly so strong in the credit department but had gradually been replaced by a fair and mutual exchange of experiences." In Secretary Bird's report, he compared the past year of the Boston association with all previous years and showed it had been the year of most successful endeavor.

President Gettys' declaration that we are all working for one cause whether we be from the genial Southland or rock-ribbed Yankeeland, was received with the warmest enthusiasm. He told of the vastly increased respect which had come to the National Association of Credit Men during the trying years 1907 and 1908 because of the aggressive, courageous and determined stand it had taken, North, South, East and West, to give steadiness to the credit structure of the country. He expressed the opinion that the reason for the marked difference between the period of recovery of 1908 and the period which followed every previous panic, which difference economists had frequently called to attention, is to be found in the fact that business men in the last decade had learned as never before the beneficent influence of co-operation.

Secretary Meek gave an interesting account of the fight now going on so earnestly against commercial fraud. He pointed to the splendidly equipped organization which the Denver association has brought about to put a stop to fraudulent practices and urged that the Boston association undertake a similar work.

Mr. Fessenden and Mr. Olmstead urged that no member of the association forget that he had an individual duty toward securing the passage of the Sherley Bill by putting into his Representative to Congress real enthusiasm for the measure.

The election of officers for the ensuing year resulted in the choice of the following: William Q. Wales as president, Fred L. Howard and John J. Hennessy as vice-presidents, Harry H. Milliken as treasurer and Charles L. Bird as secretary.

Chicago.

The December 16th meeting of the Chicago Credit Men's Association was marked by two admirable addresses, that of Marquis Eaton of the Chicago bar on, "The Business Man and the Law," and that of Edmund D. Gibbs, president of the Associated Advertising Clubs of America, on "The Trinity of Business."

Mr. Eaton said: "One of the worst enemies which the community has to contend with in the conduct of business is the lawyer who by insinuation and direct accusation attempts to cast discredit upon the courts in their administration of the laws regulating the conduct of business."

"The business men and lawyers of this community," said Mr. Eaton, "should stand together in the defense of the corporations which are being conducted in strict conformity with the law, yet which are constantly being assailed by a certain element. The average business man is honest. We are in need of a more widespread respect for the laws under which he conducts his operations. In this connection I wish to say that we have much to congratulate ourselves upon in the character of our judges, because they have maintained so high a standard of justice."

"The business man who seeks to attain a dishonest end through a court because of personal acquaintance or political connections has no chance of success in Chicago. We don't need more laws as much as we need their revision, and as a means of bringing about that revision we need a strict enforcement of the laws."

Mr. Gibbs said that "modern commercial success is the result of three great forces working in harmony—Advertising, Salesmanship, Credit. Advertising creates business, salesmanship secures the orders, credit safeguards them. Here then is a trinity of business. Advertising is intended to arouse the curiosity of prospective purchasers. It creates a demand for the goods and paves a way for the salesman. The salesman, then, secures business that has already been influenced by advertising or arouses that interest himself in his talks with prospective customers.

"The good salesman," said Mr. Gibbs, "aims at volume of business but studies safety. His house must study safety all the time through the credit man. The salesman is after the orders; the credit man after the cash; the head of the concern after both of these oftentimes.

"The credit man should understand the basic principles of advertising and salesmanship. By studying the advertising policy of his house he gets in close touch with the policy as represented by that advertising, giving him a broad perspective of the business. Also the credit man should come into the closest possible contact with the salesman, must learn to know his problems for the salesman and credit man must co-operate in handling customers."

In summing up, Mr. Gibbs declared that "this trinity of forces when properly co-ordinated will make of any business a great success."

Cleveland.

The January meeting of the Cleveland Association of Credit Men was held January 20th in the Auditorium of the Chamber of Commerce. A buffet lunch was served from 6:30 to 8:00 p. m., which gave the members ample time to become acquainted. To further this feature the new officers and chairmen of the various committees served as an acquaintance committee and all members were given acquaintance cards upon which to write their name and that of the firm with which they were connected.

At the business meeting J. B. Pearce took the chair and in a few remarks turned the meeting over to W. M. Pattison, the newly elected president. Mr. Pattison responded and was interrupted by W. B. Fish, who presented Mr. Pattison, on behalf of the members, with a very handsome gavel. Mr. Pattison expressed his appreciation and then introduced the other officers, A. J. Gaehr, vice-president; J. R. Wyllie, treasurer; K. R. Taylor, secretary, and H. J. Bruehler, assistant secretary.

W. M. Pattison introduced Prof. Charles S. Howe, president of the Cleveland Chamber of Commerce, who addressed the members on "Benefits of Organization to the Credit Man." Prof. Howe's address touched on the various forms of business organization, from that which dealt with the extraction of raw material to the cost, selling and credit departments. He spoke of the time when man manufactured all his own necessities, then showed how later he made more than he could use, which led to barter, the first organization in business being when it was found that one man could perform one operation to better advantage than to have one man perform all the operations necessary to the finished product. From this he touched on the various advances made in business organization up to the present time, and made comparison between private and government organization.

Thomas H. Garry, assistant United States attorney, then addressed the members on "Offenses Under the Postal Laws," mentioning the scope of the statute covering obscene matter, that covering threatening and libelous matter, the statute covering the appropriation of mail before being delivered to its proper address, and the statute covering fraud. He advised the members that it was not considered an offense to send dunning postal cards providing they were written in a courteous and civil manner, but stated that it was an offense for a collection agency to have displayed in a conspicuous manner on the outside of an envelope any matter relative to collections when the said envelope contained a communication relative to the collection of an account. He also stated that a threatening letter was not an offense under the postal laws if same were properly sealed, but a threatening postal card was. He related several instances of prosecution on the statute covering fraud, No. 5480. In closing he stated that the Cleveland association, to his knowledge, had saved two men their property, several others from committing crime, and that he was a living witness to the fact that when the association wanted something done by his office they never gave him a minute's peace until he got busy.

John A. Cline, County Prosecutor, then addressed the gathering, describing in a general way the work of his office, and stating that it was his belief that there should be no condonement of offense, that punishment, no matter how small, should be imposed wherever an offense was committed. He deplored the fact that in many instances where bonds had been forfeited, same were settled for the costs.

Columbus.

The Columbus Association of Credit Men held its regular monthly meeting January 22d.

President Smith in calling the meeting to order said that the question of developing more fully the interchange and adjustment bureau work of the association was the most important matter to come before the meeting. In this connection Louis V. Nippert read a portion of the last annual report of the Mercantile Agency and Credit Co-operation Committee recommended for reading by the present chairman of that committee, O. H. Perry. Secretary Watson told of his recent address before the Buffalo Credit Men's Association and of the lively interest the credit men of Buffalo are taking in the matter of establishing a bureau for exchanging ledger information. Mr. Watson expressed the opinion that in this direction lies the greatest usefulness of the association and urged all members to join in hastening the day when the importance of this work is better understood.

Mr. Watson was followed by the Hon. Allen R. Foote, commissioner of the Ohio State Board of Commerce, and president of the International Tax Commission, who spoke on the "Ohio Tax Laws; Their Historical Development and Prospective Improvements." Mr. Foote showed how all attempts, both in Europe and in this country, to apply the theory of the general property tax had resulted in the escape of personal property and the taxation of real estate. "With the development of the country," said Mr. Foote, "came the development of incomes, and with their development came vigorous complaint against the general property tax, property owners protesting that personal property was not paying its share. Owners of personal property that yielded an income of 6 per cent. refused to return their property for taxation when the tax rate would take from one-third to the whole of

that income, and the result was undervaluation and evasion, debauching morals and destroying respect for law. With this result in view tax commissioners were appointed in many states all of whom agreed on this one point, that existing methods of taxing personal property are satisfactory to no one."

Mr. Foote pointed out that an income tax possesses the fundamental advantage of being direct, making tax-spenders directly responsible to tax-payers. "By shifting the state tax," said Mr. Foote, "from general property to income from local taxation the sought for separation of the sources of state from the sources of local revenue can be accomplished. Further under this system no state equalization of values is necessary. Under this system an increase of the percentage of levy will be instantly taken account of by tax-payers throughout the state and every member of the legislature will be called to account for such increases."

Mr. Foote also discussed the taxation of manufactures and expressed the opinion that difficulties now met with in their taxation would be overcome if returns for taxation showed the amount paid for material during the preceding year, which, divided by twelve, would give the monthly average. The change would make compliance with the law simple and give greater accuracy than under the present system.

Mr. Foote then presented the text of a bill just introduced into the legislature of Ohio which aims to end once and for all the difficulties connected with finding for taxation personal property. The bill provides that all persons, corporations, etc., having ownership or control of notes, bonds, certificates of deposit, securities, stocks, investments in joint stock companies, and all credits other than ordinary business accounts shall have same recorded with township clerks, village clerks or city auditors within a few days of having secured such evidence of debt. The records of these officials are to be open to the assessors and severe penalties are provided when any parties concerned are found not complying with its provisions.

Mr. Foote made a strong argument for an earnest and honest study of the subject of taxation for the reason that sound improvements in the system can scarcely be hoped for under the present ignorant and selfish point of view in which taxation is now observed.

Des Moines.

A meeting of the Des Moines Credit Men's Association was held January 12th. The principal address was to have been made by F. E. Pearce of Omaha, upon the matter of investigation and prosecution of fraudulent failures. Mr. Pearce, however, was detained but sent an excellent paper on the subject which was read by A. W. Brett.

This was followed by a report of the Committee on Investigation and Prosecution, telling of the progress being made to establish a bureau devoted to that department of work.

B. F. Kaufmann then addressed the meeting on "Some Matters in Fire Insurance of Interest to Credit Men." He was followed by H. H. Stipp, vice-president of the Commercial Club, who spoke on "Improvement of our National Waterways."

President Shepherd then announced that D. M. Douglass, who had faithfully and ably served the association for several years, had been forced by the press of private work to resign, and that F. E. Howard had been appointed to succeed him.

Detroit.

The Detroit Credit Men's Association at its December 29th meeting elected the following officers for the ensuing year: Wade Millis, president, William A. Petzold, vice-president, and W. A. McWhinney, treasurer.

At the meeting held January 26th, the annual reports of retiring officers were presented and the Hon. Henry C. Smith of Adrian, Mich., delivered the principal address.

President Millis outlined the plans for aggressive association work for 1909, declaring that plans for investigation and prosecution of fraudulent failures must take a place of special prominence.

Secretary Campbell said that the work of interesting concerns to become new members was progressing most satisfactorily, and it now looked like 200 members by July first.

Duluth-Superior.

The usual monthly meeting and dinner of the Jobbers' Credit Association of Duluth-Superior was held on Tuesday, January 12th, at the Commercial Club. The attendance was the largest in the history of the association, occasioned by the presence at the meeting of Fred R. Salisbury, of Minneapolis, a director of the National Association of Credit Men.

Other speakers were A. G. McKnight, a prominent local attorney and city alderman, who spoke on "Municipal Finance," and M. J. Luby, who has for some time past been connected with the credit department of the Marshall-Wells Hardware Company. Mr. Luby leaves shortly for Spokane, there to make his new home, and took occasion to say farewell to his fellow members. Mr. Luby is to take charge of the credits of his concern's branch house recently opened at Spokane.

Oscar Lonegren, of the Leithhead Drug Company, gave a short talk in his usual "cheery" manner, and concluded by reading a copy of a letter he had written in an endeavor to collect \$2.60. The letter brought the money and may be useful to others and is consequently printed herewith:

"My Dear Sir: Another old year has passed and again the worried credit man is obliged to look over his beloved delinquents, and is exceedingly happy still to have the opportunity to find you among the living, although our bookkeepers claim you as dead as ever. The Bradstreet and Dun agencies are even this year rating you, and we hate to say it, as the Jobbers' Credit Association are bothering the life out of us with inquiries regarding your responsibility which never did exist. Again we say life is too short to be a dead one while living.

"The boys are just fixing up their ledgers for the new year and our artist, who in former years decorated accounts like yours with grave stones, has gone to heaven where ledgers are forever closed. May it, therefore, not be wise for you, during the coming year, to join a Bible class in some good church, and as you get more and more enlightened on the beautiful morals of 'mine and thine,' let it wake up your conscience to send us \$2.60 and we will forget all the expense of stamps. Our best wishes will then follow you, that you may prosper and be happy forever as a living C. O. D. "Yours very truly."

Grand Rapids.

The Grand Rapids Credit Men's Association held its annual meeting January 19th. It was "ladies" night and over 200 members and their ladies were present.

The election of officers for 1909 resulted as follows: Charles Holden for president, W. C. Hopson for vice-president, and J. F. Cramer for treasurer.

The retiring president, W. K. Plumb, gave a review of the work of the association for 1908, and Treasurer Cramer explained how well he had succeeded in "making both ends meet"; "Ups and Downs of a Finangelist," was the topic used by Edmund W. Booth in a humorous talk; to Lee M. Hutchins was entrusted the inspiring subject "The Ladies" and several "courageous" members spoke on the "Good of the Order."

Ex-President H. C. Cornelius had arranged a program of music and the evening's entertainment ended with dancing.

Kansas City.

The December meeting of the Kansas City Association of Credit Men was a business meeting devoted to a discussion of proposed state legislation. The proposed amendments to the National Bankruptcy Law were also taken up by Samuel Feller, who presented an analysis of these amendments and showed the difference between the operation of the law as it is now and as it will be under these changes. The clearness of Mr. Feller's explanation gave his arguments for the new law great force.

Lincoln.

The Lincoln Credit Men's Association held its annual meeting at the Commercial Club January 25th and elected the following officers: E. A. Holbrook, of H. P. Lau Co., president; Chas. Herman, of Herman Bros. Co., vice-president, and E. G. Evans, of Henkle & Joyce Hdw. Co., secretary-treasurer.

At the conclusion of the meeting the president named the members of the various committees for the ensuing year.

Milwaukee.

The annual meeting of the Milwaukee Association of Credit Men was held January 14th at the Hotel Pfister and was largely attended. The election of officers resulted in the choice of Harry L. Eisen as president, R. D. Barney as vice-president, M. A. Graettinger as treasurer, and H. M. Battin as secretary.

Reports were presented from committees, all of them indicating that highly effective work was being done. The Membership Committee showed that a net gain in membership of 54 had been made during the year, bringing the enrollment up to 241. The Adjustment Bureau Committee reported upon a year of increased activity and presented conclusive evidence that the bureau has gained greatly in the esteem and confidence of the business men of Milwaukee. The work of the year outlined by the Investigation and Prosecution Committee was thoroughly satisfactory and upon being asked to make arrangements to continue the guarantee fund required by the committee the meeting unanimously voted to increase the fund if possible to \$30,000.

The report presented by Secretary Battin told conclusively of the healthy development of the association's work. In opening his report, Secretary Battin said:

"Reports received from the National Association and from local associations throughout the United States seem to indicate conclusively—

"That credit men generally are awake to the fact that they occupy a position in the commercial world which is rendered influential and powerful through co-operation.

"That credit men have realized the fact that through their own ad-

justment bureau, adjustments of bad accounts and failures are more easily adjusted than through any other medium, consuming a minimum of time and at a minimum of expense.

"That investigation and prosecution bureaus are making themselves felt in the business world by uncovering fraud and punishing criminals. The bulletins published by the National and local associations are full of reports indicating the satisfactory progress being made along these lines and on account of co-operation the expense is merely nominal.

"The growth of the organization is indicated in the constantly increasing membership in the National and local associations which now have a total of over 10,000 throughout the country."

Minneapolis.

The Minneapolis Credit Men's Association held its annual meeting January 19th and elected the following officers: D. W. Longfellow for president, F. E. Holton for vice-president, and M. C. Badger for secretary-treasurer.

After standing committees had made their annual reports, the Rev. Lathan A. Crandall delivered an address on the "Moral Basis of Credit."

Mr. Crandall showed that just as real religion can not exist without faith, no matter how persistently the services of the church are maintained, so business must languish in proportion as confidence among men is lost, no matter how big the crops are or what orders factories are carrying upon their books. From this Mr. Crandall argued that credit was based more upon high morality than upon highly developed statutory codes, and that consequently business men should lend their active aid to those movements which promote the building of right character and establishing a high sense of integrity.

Mr. Crandall then outlined the splendid work which is being carried on in Hennepin County for inculcating right habits of thought and living into the youth of Minneapolis, describing in particular the organization known as the Juvenile Protective League. He declared that the movement for better childhood we must support, if not for childhood's sake then at least for our own sakes and for the interests of business righteousness and sound credit conditions for the future.

Nashville.

The Nashville Credit Men's Association held its regular monthly meeting January 5th with over forty members present.

President Harrison called for a general discussion of the charges to be made by the credit exchange bureau to non-member houses making use of its privileges. Assistant Secretary Warwick said that it was difficult to fix upon a fair price for the service of the bureau, though he knew the benefit to those taking advantage of its services was very great. Finally it was voted to leave the matter open till opportunity had been had to determine the expense of the service.

Harris Solinsky, chairman of the Legislative Committee, reported upon the matters which his committee had concluded it was desirable to bring before the present legislative session. They were a general assignment law, a law making it a felony for a merchant to make a false statement in writing for the purpose of obtaining credit, a law penalizing a common carrier when such carrier fails to pay claim against it within a specified time for merchandise lost or damaged while in its possession. After discussion it was voted to authorize

the committee to employ counsel to draft bills covering these three points where the Tennessee code needs improving.

Mr. Solinsky also said that he had received communications from the Memphis Credit Men's Association requesting co-operation in an attempt to repeal or amend the present corporation tax laws and the laws relating to the collection of back taxes. The meeting voted to lend its aid in bringing about these tax reforms.

A. H. Meyer reported that one of the principal commercial agencies was giving information over the telephone regarding changed ratings. He pointed out that matters of this kind could be handled more safely and surely if they came to the credit man's desk in writing, and urged that a committee be appointed to take the matter up with the agency. The chairman thereupon appointed such committee.

It was voted to continue the monthly meeting and dinner arrangement for at least February and March.

Newark.

The Newark Association of Credit Men held its regular monthly meeting January 19th in the rooms of the Board of Trade. Charles E. Meek, of the National Association of Credit Men, made the principal address. It dealt with fraud in bankruptcy cases.

"There were," said Mr. Meek, "14,066 failures in the United States last year. Of these, 1,606 were charged with fraud. Their assets amounted to \$5,855,000, and their liabilities to \$20,290,000. The present bankruptcy laws have helped greatly to abolish these frauds, but there is still much to be done. The National Association of Credit Men has a few amendments to the bankruptcy laws before Congress at the present time which would go a great ways to better conditions. The most fertile soil for fraudulent dealings," said Mr. Meek, "is in the South and West, but some fine specimens may be found here in the East."

Mr. Meek then advocated as the most effective preventative of fraud concerted action on the part of the members of the various credit men's associations in cases where fraud is apparent. Mr. Meek said this should be done through a fund held in immediate readiness for prosecuting such cases so that time need not be wasted in inducing creditors to pool their interests for concerted work.

The speaker touched on the recent Chesapeake Manufacturing Company matter in Baltimore where creditors received 100 cents on the dollar, and sent two men to jail, after a thorough investigation, as an illustration of what can be done if creditors get together and refuse to accept settlements when they believe attempts have been made to swindle them. The suggestion made at the annual convention of the National Association of Credit Men in Denver last June that local associations provide a fund for their individual use in prosecuting fraudulent failures was pointed out as one which should be carried out by all affiliated branches of the National Association at once.

Henry C. Quinby, counsel to the National Association of Credit Men, was another speaker. He issued a warning against collection agencies, nearly all of which, he said, after describing their methods in glowing terms, solicited an advance payment. "Such agencies are fakes," he said, "and you rarely ever receive your money. You cannot touch them because they always induce you to make a contract with them, and all you can get out of them is a beautifully engraved certificate that you are a member of their agency."

Chairman Curtis R. Burnett of the Legislative Committee spoke for the passing of an ordinance compelling those engaged in the moving and transfer business to report to a city bureau all removals of goods and chattels by those changing their place of residence or business. He said that so far as he knew Louisville is the only city having such a rule and that it had worked to the complete satisfaction of those who had been puzzled to know what to do to put a stop to the "fly-by-night" debtors.

Owing to the death of a relative, Frank M. Gettys, president of the National Association of Credit Men, was unable to attend the meeting as had been expected.

The chairman of the Membership Committee announced that 25 new members had come into the association in the past month.

Oklahoma City.

At a recent meeting of the directors and committee chairmen of the Oklahoma City Credit Men's Association a full report was heard from the Legislative Committee, Eugene Miller, chairman. The Legislative Committee, at the previous regular meeting had been asked to study the laws of the state intended to circumvent commercial fraud. In their report the committee stated that the fraud laws of Oklahoma were more stringent and severe than in most of the states. One law, however, it seemed to them advisable to amend, namely that relating to the giving of a false statement for the purpose of securing credit. It was voted to bend the energies of the association toward securing the passage of a more precise false statement law and one prescribing harsher penalty for its transgressing.

The Membership Committee reported an excellent number of applications for enrollment in the association.

Philadelphia.

The Philadelphia Credit Men's Association held a largely attended dinner, January 26th, at the Hotel Walton. President Levi acted as toastmaster, calling first of all for committee reports. Those of the Legislative and Membership Committees were especially interesting.

For the Membership Committee, Chairman Moody reported that twenty-five new members had been added during the quarter just completed, and of these several had of their own initiative applied for the privilege of joining, which was the best possible indication of the standing of the association in Philadelphia.

Chairman Shoemaker of the Legislative Committee reported upon the efforts being exerted to secure legislation looking to the relief of the congestion of business before the local state courts, which is the source of continued and costly annoyance to credit men. Mr. Shoemaker also said a law was being urged to compel registration and regulation of personal names of members of corporations.

President Levi then introduced ex-Judge Abraham Beitler, who spoke at length upon the workings of the municipal court in Chicago, which has reduced jury trials and prevented clogging of the trial lists. He cited the common incident of a debtor being able to stave off a judgment for two years as the courts now are in Eastern Pennsylvania, while in the municipal court in Chicago, he said, the trial takes place in a few days. Judge Beitler urged the association, through its Legislative Committee, to study the Chicago municipal court system as an excellent model to introduce into Pennsylvania.

Judge James B. Holland of the United States District Court made a speech in which he gave the credit men of the country warm praise for

their work in support of the National Bankruptcy Act. He outlined the main points of the various bankruptcy laws of this country, and declared that the existing federal law was the most perfect and just, for debtor and creditor; that any seeming weakness in the law was really not the law's fault, but rather lay in the lax administration or non-use of the law. Judge Holland strongly advocated the presentation before him of any suggestions tending to better the administration of the Bankruptcy Act, and cited an instance where a beneficial rule was enacted through the suggestion of several prominent attorneys last summer, being entertained and acted upon by the court.

Francis H. Green, A.M., of the State Normal School, West Chester, Pennsylvania, spoke upon the "World's Great Navy," illustrating the ships as "Scholarship," "Companionship," "Citizenship," "Hardship" and "Worship." His eloquence, charged with warmth, wit and wisdom, was a genuine treat, the hearers being alternately plunged from hearty laughter to earnest silence, as they listened to his terse witticisms, anecdotes and highly elocutionary rendition of snatches of verse from his favorite writers.

Professor Green feelingly referred to one of the objects of the association—the encouragement of honesty in business affairs—as a genuine type of real religion. He also spoke of the wonderful usefulness of scholarship as an aid to business, to the credit man, and for the broadening of all.

Pittsburgh.

The credit men's luncheon, held every Thursday at McCreery & Co.'s restaurant, by the Pittsburgh Association of Credit Men, has become a permanent institution in the life of that association, which is greatly appreciated by the members. The attendance sometimes reaches one hundred. These luncheons afford an excellent opportunity for the members to become better acquainted and to keep in touch with the activities of the association. As a rule no set program is arranged for these occasions, but generally there are short addresses by prominent members and they have been found excellent opportunities to offer recommendations for new lines of work, many of which have been adopted to great advantage.

The luncheons have also been found an effective means of steering credit men who could not be induced to join the association in any other way, directly into making application for membership, for the old members are steadily urged to introduce non-member credit men into these weekly gatherings.

One of the recent meetings took up the question of the underpaid judiciary of the United States courts and passed resolutions urging the passage of the Senate bill which provides for salaries commensurate with the duties and position of federal judges. Much of the success attained by the Pittsburgh association in prosecuting fraudulent cases is due to the enthusiastic push given this movement at these luncheons and at a recent meeting several letters of congratulation from credit men over the country, because of Pittsburgh credit men's efforts to deal a death blow to commercial fraud at that center, were read.

It has, in fact, been surprising that it has been possible to sustain interest in a weekly meeting and find plenty of new business to bring before gatherings held so frequently.

Portland.

The Portland Association of Credit Men held its regular monthly meeting January 20th. The committee on proposed legislation reported

in favor of urging upon the legislature at this session but one bill, namely, to regulate the assignment of salaries. This decision received the support of the meeting.

A communication from the chairman of the Mercantile Agency and Credit Co-operation Committee of the National Association was read and the discussion following it brought out many suggestions and recommendations for improved methods in this field. The members were asked to place their recommendations in writing and send them to the chairman of the local committee to be sent in a report which that committee will make to the National Association committee.

Rochester.

The Rochester Credit Men's Association gave its eleventh annual dinner January 21st at the Hotel Seneca with 330 members and guests in attendance. President Kingsbury introduced Horace McGuire as toastmaster. In his short address, Mr. McGuire brought out what seemed to him the strongest recommendation for the Sherley Bill, namely, that it provides that a debtor without filing his petition may summon his creditors before the referee, be examined under oath, make a full statement of his affairs and then compel his creditors to accept a fair and reasonable compromise without suffering the humiliation of being adjudged a bankrupt. The principal guests of the evening were former Secretary of the Treasury Leslie M. Shaw, Joseph A. Lawson of Albany, and Frank T. Lodge of Detroit.

The toastmaster in introducing Mr. Shaw quoted President Roosevelt's commendation of Mr. Shaw at the expiration of his five years in the treasury, "It is a remarkable showing and I congratulate you upon it."

Mr. Shaw said: "Everything else in the industrial world is elastic except the currency of the country. This is true of the freight cars owned by the great railroads and is demonstrated in the grain-bags of the farmers. During periods of inactivity the freight cars are placed on sidings, but when the crops begin to move they are rushed into service, and the grain-bags are brought into use to relieve the situation."

Mr. Shaw explained that this was elasticity and was carried out in all lines of trade. He said that the money of the country is piled up in the banks, a burden, until the great wheat and corn crops are harvested when it is put into circulation. The money is loaned out during the winter at one per cent. so that it will be earning something, but when the bankers find a pressing need for it in the summer to move the crops, it is all tied up.

"This," said the speaker, "could be remedied by a currency which could be used as the occasion demanded. It is a great question, one upon which all men do not agree. For a long time we have been talking of the needs of additional currency laws, but Congress paid no attention to the matter until the pinch came, and then nearly every congressman introduced a bill, and some of them two. Men, it is up to you to think out the solution of the problem. You want relief, and the only way you can get it is by an elastic dollar, which can be pressed into use as demanded, and where it will be of the greatest assistance. It must be the same kind of money that is in everyday use, and not something which can be used, when you find you are 'up against it.' It must be absolutely good. There must be no question about it."

Speaking on the plan of a central bank, Mr. Shaw said:

"With our dual form of government and with our sovereign states, with state and national banks, the central bank will not work unless you have all the banks working under the same system. I have no confidence

in the central bank and I do not believe the people of the country would stand for it. Who would you put in charge? Would you select your directors from such large industrial groups as the Standard Oil, the Harriman interests or from some other corporation equally prominent?"

In referring to the manner in which he would solve the financial problem, Mr. Shaw said that under his plan the banks could be allowed to issue 25 per cent. of their capital in the case of smaller banks, 50 per cent. in larger places and perhaps 100 per cent. of the capital stock in New York city. He would also impose a tax of 5 per cent. a year on such currency issued until retired by a deposit of regulation, everyday currency. He said it would be an easy matter to keep a tab on the amount issued, and it could easily be retired by a deposit of a like amount of money with a subtreasury.

Mr. Lawson spoke on the subject, "Debit and Credit," making a plea for a better understanding of the brotherhood of man. He said, "Life is a debit and credit and contains other problems than those of finance."

Mr. Lodge's topic, "Get There," was treated in a humorous vein.

Nearly all the prominent bankers of Rochester were represented at the meeting.

St. Joseph.

The St. Joseph Credit Men's Association held its annual meeting January 25th, electing the following officers: P. E. Parrott, president, T. W. Henderson, vice-president, James N. Burnes, treasurer, and Arthur Steinel, secretary.

The Sherley amendments were thoroughly discussed and the appeal was made to all members to urge their congressmen to take an active interest in their adoption.

Communications were received from the other Credit Men's Associations in Missouri regarding renewing the efforts to secure the passage of the bulk sales act and it was voted to appropriate for the purpose the sum of \$200.

St. Louis.

The January meeting of the St. Louis Credit Men's Association was held on the 18th at the Mercantile Club with over 125 members present.

Former Governor Joseph W. Folk, W. J. Baggerman, a member of the association, and F. V. Gillam, cartoonist, formerly with *Judge*, New York, and now with the *Post Despatch*, St. Louis, entertained the members, the first two with addresses and the last named by sketching various members and several celebrities before the audience. This program followed a dinner such as is enjoyed once a month by the members and their guests. Several new members were admitted to the association.

St. Paul.

On January 12th the St. Paul Credit Men's Association held its annual meeting with over a hundred members present. The following officers were elected for the ensuing year: Harry K. Huntoon as president, R. J. Wood as vice-president, H. W. Parker as secretary and treasurer.

The principal address was that of George W. Ekstrand, assistant cashier of the Merchant's National Bank, on the "Problems of Postal Savings Banks."

Salt Lake City.

The Utah Credit Men's Association held a meeting at the Commercial Club, January 14th, which was largely attended. The principle topic of discussion was the adoption of some measure for the protection of merchants against the giving of checks for the payment of debts when there are no funds in the bank to cover. It was voted to refer the matter to the legislative committee with instructions to determine whether a statute could be framed to overcome this difficulty.

Seattle.

The January meeting of the Seattle Credit Men's Association was held at the Rainier Grand Hotel with sixty-nine members present.

The Legislative Committee reported upon two bills which it has introduced into the Washington legislature, one relating to false property statements and the other to amend the bulk sales law so that creditors shall be given five days' notice before the consummation of a sale of a stock of goods in bulk.

A list of questions submitted by the Committee on Credit Department Methods of the National Association covering practical and everyday problems which come up in the credit department of every house was made the subject of discussion at this meeting. Many members took part informally in this discussion.

It was voted to issue a leaflet to contain the constitution and by-laws of the Seattle association together with a list of members with their street addresses and telephone numbers.

Syracuse.

A meeting presenting a program of sharp contracts was that held by the Syracuse Association of Credit Men January 19th at the Chamber of Commerce assembly hall.

In the absence of President Buell, Vice-President Bull called the meeting to order and asked for committee reports, after which he turned the meeting over to Secretary Bergman for a general discussion of "Credit Department Methods."

Those who participated in this discussion were W. W. Plumb of Burhans & Black Co., whose subject was "How I Keep Track of Customer's Financial Condition, and Method of Paying Current Account;" F. W. Fix, Jr., of Pierce, Butler & Pierce Mfg. Co., on "How Credits and Collections Are Handled by a Large Manufacturing Concern Dealing in Plumbing and Steam Fittings;" Clarence E. Bull of Woodhull, Goodale & Bull on "How I Obtain Credit Information and File Same for Speedy Reference;" H. H. Burch of Syracuse Dry Goods Company on "How I Keep Continuously in Touch with Each Customer's Account and Follow for Payments;" L. S. Johnson of Chas. Hubbard, Son & Co., on "How I Keep at my Finger Tips a Concise History of Every Customer and His Account With Us;" L. John Bergman of Pass & Seymour, Inc., on "How Salesmen Assist Me With Credit Information, Particularly on New Accounts." H. J. Morley of Burrough's Adding Machine Company then demonstrated to what a profitable use an adding machine can be put in credit department work.

Afterwards came a lesson arranged by Mr. Bergman in "catch-as-catch-can," illustrating what the credit man may find it convenient to resort to in the most difficult cases. Mr. Bergman at this point threw open the doors between the assembly hall and board room of the chamber, disclosing two muscular young men in readiness for a wrestling bout. After a fifteen minute exhibit of skillful wrestling the bout was

declared a draw, amid the hearty applause of the meeting. It was generally acknowledged that Secretary Bergman had provided some excellent suggestions for use in extreme cases coming before the credit department.

WANTS.

WANTED—a position with Chicago firm by credit man and office manager. Eight years with present employer—a Chicago silk house; handle credits and manage office. Excellent reasons for desiring a change. A. W. B., care Chas. E. Meek, 41 Park Row, New York, N. Y.

AN EXPERT ACCOUNTANT AND SYSTEM MAN, with four years' experience as a public accountant, auditor, systematizer, and cost accountant, but now about to dispose of his interest in the audit company of which he is president, is open for engagement as treasurer, assistant treasurer, auditor or office manager of large concern where high grade services and executive ability are required. Married man, age 30. Any location considered. Best of references furnished. Address, 788, care Chas. E. Meek, 41 Park Row, New York, N. Y.

AN OFFICE MAN, familiar with accounting methods, correspondence and credits, desires position as assistant to credit manager. Paint business, or kindred line preferred. Location not essential. Fifteen years in present position. Best references; 38 years of age. Address F. H. B., care Chas. E. Meek, 41 Park Row, New York, N. Y.

WANTED—By a young married man of high character and ability, having broad experience in handling credits and collections, a position in credit department work. He has been highly successful in his connection with a large manufacturing concern, is a first class correspondent and good systematizer. Can furnish the best of references. Has excellent reasons for making a change. Address J. T., care Chas. E. Meek, 41 Park Row, N. Y.

A LARGE WHOLESALE grocery house located in the East has an opening for an active, young and experienced assistant in its credit department. Must be familiar with grocery accounts. Address I. P. F. P., care Chas. E. Meek, 41 Park Row, New York, N. Y.

A CREDIT MAN with 16 years' experience in a southern wholesale dry goods and notion house would consider an offer with a jobber where the volume of business will justify a larger salary than is possible in present location. Married, age 41. Can give best of references as to ability and character. Address 77, care of Chas. E. Meek, 41 Park Row, New York, N. Y.

WANTED—A man of 37, who has had over eight years' experience as a reporter for one of the leading mercantile agencies, desires a position in the credit department of a progressive concern. Has had some experience as a salesman and collector. Satisfactory references. Address A. P. W., 3815A Utah Place, St. Louis, Mo.

CREDIT AND ADVERTISING MAN—Age 29, 10 years' experience. Reduced losses in jobbing house from $2\frac{3}{4}$ per cent. to $\frac{1}{2}$ per cent. Exceptional knowledge of advertising. Good correspondent and systematizer. Is capable of taking full charge of credits and office of concern doing \$1,500,000 or \$2,000,000 annually. Is very familiar with territory between Duluth and the Pacific. Will go anywhere in the West. Salary, \$1,800 per year. Address "West-erner," care of Chas. E. Meek, 41 Park Row, New York, N. Y.

I AM A THOROUGHLY EXPERT ACCOUNTANT, not simply theoretical but with technical and practical experience in the handling of large manufacturing business interests, familiar with legal and engineering reports and able to analyze clearly any proposition, to bring out the facts and to formulate and direct accounting on a plan that will embrace the factors of comparative statistics for percentage results. More than twenty years' experience in executive capacity as comptroller and treasurer. For nine years past as secretary and comptroller of a consolidated manufacturing company, inaugurating the system of accounting and statistics which has been highly commended and having under my direction all of the accounting, manufacturing costs, merchandising credits on sales, collections, finances, statistics, corporation reports, etc. With my acquired knowledge through study and experience of the principles underlying the science of accounting and combining with it the faculty of determinate analysis I have always been able to plan and meet fully the requirements for the business and to have a complete and truthful knowledge of all the factors of the business. Abundant and ample references can be given. My salary is now six thousand dollars. Address C. O. L., care Chas. E. Meek, 41 Park Row, New York, N. Y.

A CREDIT MAN with a wide manufacturing and jobbing experience is open for an engagement East or West, North or South. He is 37 years of age, well educated, has a good knowledge of collection and commercial law with 18 years' experience as an auditor and credit man at the head of the collection and credit departments of a large manufacturing and jobbing concern. Is an able executive and manager and well qualified by training, experience and ability to handle large interests. Enterprising, full of nerve, energy and ambition, willing and able to shoulder responsibility, a man of determined resolution. The question of salary is one for negotiation. Personal consideration alone outside and independent of his present business connection is his only reason for a change. Position desired where recognition of sterling integrity and conscientious devotion to business by a high grade man of sound judgment and close acquaintance with commercial affairs will be appreciated. The very highest references as to character, training, ability and experience will be furnished. Address A. F. A. M., care Chas. E. Meek, 41 Park Row, New York, N. Y.

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MINNEAPOLIS, MINN.—Minneapolis Credit Men's Association. President, D. W. Longfellow, Longfellow Bros. Co.; Secretary, M. C. Badger, Patterson & Stevenson Co.

MONTGOMERY, ALA.—Montgomery Association of Credit Men. President, F. G. Salter, Durr Drug Co.; Secretary, Wm. E. Pitts, C. F. Moritz & Co.

NASHVILLE, TENN.—Nashville Credit Men's Association. President, W. H. Harrison, care Cummins Station; Secretary, George M. Thomas, 307 Stahlman Bldg.; Assistant Secretary, Charles H. Warwick.

NEWARK, N. J.—Newark Association of Credit Men. President, C. H. Sansom, C. B. Smith & Co.; Secretary, J. Fred Braun, J. J. Hockenjos Co.

NEW ORLEANS, LA.—New Orleans Credit Men's Association. President, George K. Smith, Simonds Mfg. Co., Ltd.; Secretary, T. J. Bartlette, Williams, Richardson & Co., Ltd.

NEW YORK, N. Y.—The New York Credit Men's Association. President, Howard Marshall, Joseph Wild & Co.; Secretary, A. H. Alexander, 320 Broadway.

NORFOLK, VA.—Norfolk Association of Credit Men. President, H. G. Barbee, Harris-Woodson Co.; Secretary, C. L. Whichard, Whichard Brothers Co.

OKLAHOMA CITY, OKLA.—Oklahoma City Credit Men's Association. President, J. E. O'Neil, Richards & Conover Hdw. Co.; Secretary, A. R. Parker, Williamson-Halsell-Fraser Co.

OMAHA, NEB.—The Omaha Association of Credit Men. President, C. W. Russell, M. E. Smith & Co.; Secretary, E. G. Jones, Credit Clearing House.

PHILADELPHIA, PA.—The Philadelphia Credit Men's Association. President, G. L. Levi, Sam'l Sternberger & Co.; Secretary, S. W. Severson, Room 801, 1011 Chestnut St.

PITTSBURGH, PA.—Pittsburgh Association of Credit Men. President, Enoch Rauh, Rauh Bros. & Co.; Secretary, A. C. Ellis, 716 Frick Bldg.

PORTLAND, ORE.—Portland Association of Credit Men. President, E. E. Tressler, Simonds Mfg. Co.; Secretary, E. M. Underwood, Failing-McCalman Co.

PUEBLO, COLO.—Pueblo Association of Credit Men. President, Thomas A. Duke, Henkel-Duke Mercantile Co.; Secretary, Wilbur F. Nelson, Nuckolls Packing Co.

RICHMOND, VA.—Richmond Credit Men's Association. President, John Landstreet, R. A. Patterson Tobacco Co.; Secretary, Jo. Lane Stern, 1014 Main St.

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SAN FRANCISCO, CAL.—San Francisco Credit Men's Association. President, G. Brenner; Secretary, Ben Armer, 503 Monadnock Building.

SAVANNAH, GA.—Savannah Credit Men's Association. President, W. R. Finegan, Rosenheim Shoe Co.; Secretary, C. E. Allen, Sorrell Building.

SEATTLE, WASH.—Seattle Credit Men's Association. President, J. W. Spangler, Jr., Dexter Horton & Co., Bankers; Secretary, H. S. Gaunce, The Hambach Company.

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WICHITA, KAN.—Wichita Credit Men's Association. President, Willis Davis, Southwestern Drug Co.; Secretary, F. W. George, Shattuck-George Iron Co.

YOUNGSTOWN, O.—Youngstown Credit Men's Association. President, F. E. Hearn, John H. Fitch Coffee Co.; Secretary, W. C. McKain, 607 Stambaugh Building.

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ROCHESTER, N. Y.—(Manager not appointed.) 1008 Granite Building.

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